JUNE 25, 1973

Commerce Today

Coming Developments in Business and Technology

EASTERN MICHIGAN UNIVERSITY
YPSILANTI
U.S. DEPOSITORY DOCUMENT

A Program For Product Safety

Newsmemo

It's time to start selling in earnest in the Far East. Eximbank President Henry Kearns, a dedicated salesman for U.S. products, has returned from a Far East--Eastern Europe swing with the same disturbing comments from country after country: "little U.S. presence in our marketplace," "little marketing interest," "most transactions originate with buyer." For a "Henry Kearns Shopping List" of sales leads in the Far East plus USSR and Poland, write Exim's Office of Export Expansion, 811 Vermont Ave., N.W., Washington, D.C., 20571.

Baltimore's port apparently agrees with the Kearns message. The Maryland Port Administration, acting for the exporters who ship out of Baltimore, is opening a Trade Development Office in Hong Kong July 1. The MPA already has an office in Tokyo, opened in 1968. Its other overseas offices are in London and Brussels. From Hong Kong, Baltimore's representative will assist shippers in the growing trade area of the Malaysian peninsula, Thailand, Singapore, Indonesia, and the Philippines.

An invitation to join the new National Council for U.S.-China Trade. Donald C. Burnham of Westinghouse, chairman of the Council's board of directors, says membership is open to corporations and other business enterprises already engaged in significant trade with the People's Republic of China or having the potential for such trade. The Council, formed as a private, non-profit corporation, will be self-sustaining and independent in its efforts to promote trade and commercial relations. Commerce's Steven Lazarus defined the U.S. official relationship to the Council: "We will be on call but in no way will force our attentions on it." For details write: Nat'l Council for United States-China Trade, P.O. Box 2804, Washington, D.C., 20013.

Credible statistics help make good trade partners. A new report, "The Reconciliation of U.S.-Canada Trade Statistics, 1970," explains how some discrepancies have arisen in measuring the flow of trade and what has been done to eliminate them. It also contains a breakdown of the reconciled statistics in terms of the commodity sections and divisions of the Standard International Trade Classification. Copies of the report, jointly published by the two countries, may be obtained upon request from: Foreign Trade Division, Bureau of the Census, Social and Economic Statistics Administration, U.S. Department of Commerce, Washington, D.C. 20233.

What can be done to prevent massive blackouts and brownouts this summer due to electric power shortages? One answer is to reduce energy consumption in buildings. State and local building code officials from across the nation met at the Commerce Department this month with construction industry and Government specialists to share information along this line. Commerce's National Bureau of Standards was assigned a Federal leadership role in energy conservation by President Nixon, in his April 18 energy message. Technical experts from the Bureau's Center for Building Technology were able to give the State and local officials important tips on how to save energy within their buildings.

Commerce Today

Vol. III, No. 19, June 25, 1973

2 Economic Highlights

The unemployment rate, which has been stuck at 5 percent for about six months, may resume its downtrend over the next several months even if the economy grows at a slower pace.

4 Consumer Council Asks Industry For Sweeping Safe Products Program

Fourteen recommendations are included in a new report which aims to help manufacturers improve business-consumer relations in the marketplace.

7 Export Monitoring Made Part Of New Economic Stabilization Efforts

President Nixon imposes 60-day price freeze in new Executive Order; exporters must notify Commerce of orders for certain products.

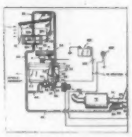
10 Emerging Woman Exerts Stronger Influence On Economy Today

Improvement in jobs, education and general status seen enhancing her position in tomorrow's world, says a new Census Bureau report.

14 Domestic Business Report

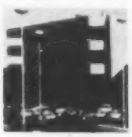
Maritime uses aerospace satellite technology—U.S.-Canadian border gets first foreign-trade zone—John Tabor is new Under Secretary of Commerce—Mobile home industry survey will give new business leads—Insurance industry proves fertile area for minorities.

23 Science & Technology Report

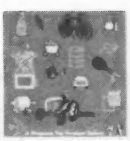


New trademark accord to assist U.S. firms—Acoustic radar promising improved air safety to be airport tested—First gas standards issued to assist auto producers clean up air—Patents of special interest.

27 International Commerce Report



Effects of devaluation on U.S. sales in major trading nations—Washington Official Trade Briefs—Trade Mission report, railway equipment in India, Pakistan—Another Trade Mission summary, airport equipment in Mid-East—Opening of East-West Trade Center in Vienna—New reports for international traders—Investment, sales opportunities.



COVER: *Manufactured products such as those represented here are affected by a new safety program developed recently by the Sub-Council on Product Safety of the National Business Council for Consumer Affairs. See P. 4.*

U.S. DEPARTMENT OF COMMERCE

FREDERICK B. DENT
Secretary

B. R. LITTIN
Director of Public Affairs

RICHARD BALENTINE
Acting Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

AMERICO A. W. FAVALE
Coordinator of Graphics

Staff Writers: *Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Wynola Robison.*

Published biweekly by the U.S. Department of Commerce, Washington, D.C.
Annual subscription rate $33 ($8.25 additional for foreign mailing, $14.30 additional for domestic air mailing). Single copy $1.50. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent, U.S. Government Printing Office, Washington, D.C., 20402, or to any U.S. Department of Commerce Field Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.
Microfiche copy available at 95 cents per issue from National Technical Information Service, Springfield, Virginia, 22151.
Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, Washington, D.C., 20230.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1976.

Unemployment Rate May Continue To Drop Even If Economy Advances At Slower Speed

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The lack of improvement in the unemployment rate in 1973 may seem puzzling at first glance, especially in view of the extraordinarily rapid expansion in Gross National Product in recent quarters. Based on past performance, however, it seems likely that the jobless rate, which has been stuck at about 5 percent for six months, will resume its downward movement over the next several months.

Paradoxical movements in the unemployment rate have occurred several times in recent years. For example, the rate declined almost a full percentage point from late 1971 to the end of 1972, but most of the decrease occurred in two jumps, in late spring and in November. The rate was close to 6 percent for the first half of 1972 and it stayed at about 5½ percent during the latter half.

There is also evidence that the unemployment rate does not respond immediately to a rapid rate of growth in Gross National Product. The labor force tends to expand rapidly during an economic expansion, since more persons seek work as it becomes evident that more jobs are available. An apparent example of this took place in the 15-month period from early 1971 to early 1972, when the number of non-farm jobs increased by 2 million, but the unemployment rate showed no significant change. Also, as demand grows businessmen have a tendency to schedule more overtime for their existing work force for a while before they start hiring additional workers. During the current 2½-year expansion period, the average workweek for production workers in manufacturing increased a full hour. Total man-hours would have increased 2½ percent even if no additional workers had been put on the payrolls.

Some economists have speculated that the unemployment rate, even if the economy is operating at capacity, will remain relatively high because of basic structural changes in the economy. One obvious change is the much higher proportion of teenagers and women in the labor force. Both direct discrimination and subtle and complex cultural factors have caused the unemployment rate for women to remain higher than the rate for adult men. Teenagers, of course, are inexperienced and often encounter lengthy difficulties in finding a place in the job market.

The economy is now operating at close to capacity and a decline in the high economic growth rate is highly desirable. The Administration's objective is to reduce the growth to a more sustainable rate of 4 to 4½ percent in order to minimize the risk of generating continuing inflationary pressures.

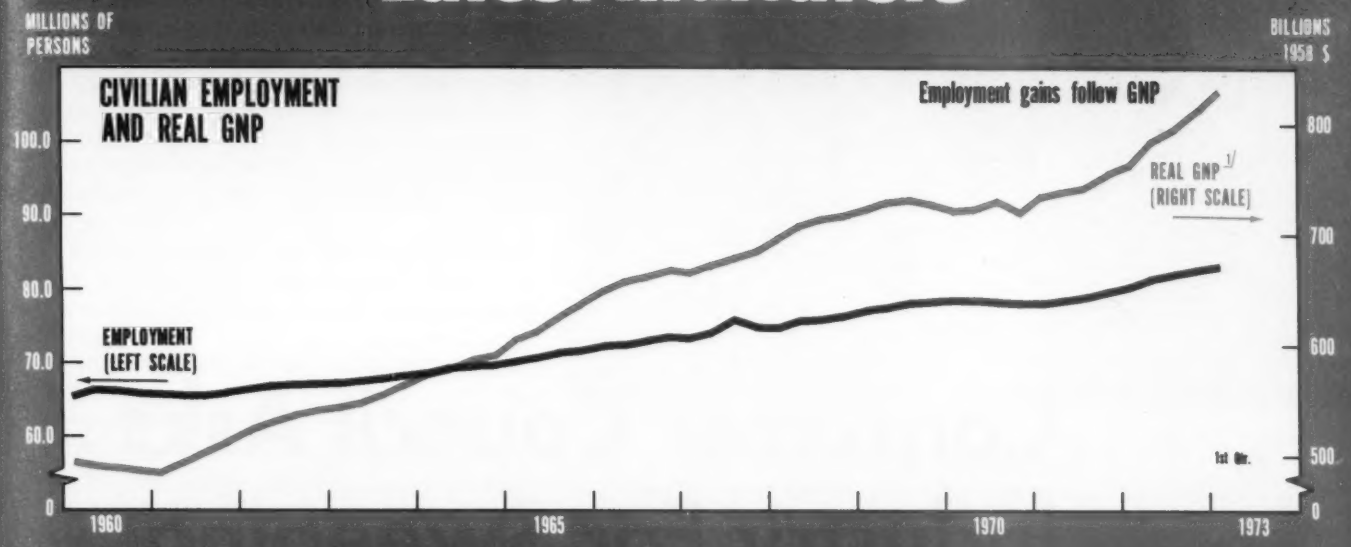
Despite this expected slowing of the rate of growth, the unemployment figure should decline further because of the lag in the impact that rapidly rising GNP has on the jobless rate—a kind of inertial effect. This view is supported by evidence of strong demand for labor. For example, newspaper help-wanted advertising is now more than 40 percent higher than in late 1971. Job vacancies in manufacturing have doubled in about a year and a half.

Thus, it would appear that the most likely course for unemployment is downward in the months ahead. There is also the prospect that a long period of economic growth at a 4 to 4½ percent rate, if it can be attained, will have a stabilizing effect that will push the jobless rate down to still lower levels.

Other economic data

Despite a decline in April, retail sales show a sharp uptrend so far this year. Businessmen expect plant and equipment spending to increase by a hefty 13 percent this year although their expectations are slightly lower than they were a few months ago.

Latest Indicators



*Estimated

1/ Annual rate

Commerce Today
Vol. III, No. 19
June 25, 1973

Consumer Council Asks Industry For Sweeping Safe Products Program

Report Makes 14 Recommendations To Improve Business-Buyer Relationships In Marketplace

Manufacturers and other businessmen throughout the Nation have been called upon to make effective a sweeping new program aimed at improving the safety of manufactured products.

The program involves 14 broad recommendations developed by the Sub-Council on Product Safety of the National Business Council for Consumer Affairs (NBCCA), a group of more than 100 businessmen and women who were asked by President Nixon in late 1971 to join the Secretary of Commerce in an effort to improve business-consumer relations in the marketplace.

The declared purpose of the proposals is to reduce the estimated 20 million injuries, including 110,000 permanent disabilities and 30,000 deaths, that occur each year in and about the households of the Nation.

The recommendations are included in a report entitled "Safety in the Marketplace: A Program for the Improvement of Consumer Product Safety" recently released at a news conference by Secretary of Commerce Frederick B. Dent. Participating in the news conference were Mrs. Ruth Handler, chairman of the Sub-Council on Product Safety, and A. M. Anderson, General Manager of the Home Laundry Products Division of the General Electric Company, who represented the Sub-Council Vice Chairman, Stanley C. Gault, Vice President and Group Executive, Major Appliance Business Group of General Electric.

The noteworthy feature of the report, Secretary Dent said, "is that a panel of business leaders has undertaken to advise the business community on how to do a better job of serving consumer needs and wants."

Pointing to the casualties that occur each year in and around households, he said:

"Admittedly product design was not a controlling factor in many of these casualties. No one can argue, however, that such human loss should be tolerated, or that business should not take all feasible action to improve product safety. Safety in the marketplace is serious business—and a serious business responsibility.

"One approach to lowering the injury rate is granting the Government additional regulatory powers over the safety of products. As you may know, this has been done within the past month through the establishment of the

new Consumer Product Safety Commission with wide powers to protect consumers from consumer product injuries."

The Secretary explained that the report calls for activities in the private sector which could supplement and strengthen the work of the Commission, and that the report has been endorsed by Commission Chairman Richard O. Simpson.

Emphasizing that the Sub-Council's report has his "strong endorsement," Secretary Dent said in response to questions at the news conference:

"We will certainly encourage the adoption of all of these recommendations by all of the various concerns in the private sector."

The Sub-Council's recommendations fall under four heads: the manufacturer's role; product safety standards; the retailer's role; and public safety awareness. The proposals together with comments on each in the report follow:

► **Corporations that manufacture consumer products should maintain and enforce written safety policies, standards and procedures on all pertinent corporate activities, and these documents should be regularly reviewed and updated.**

"These procedures should include the establishment of a broadly based internal safety review council and should provide guidelines for product design, testing, quality assurance, and product identification procedures."

► **Insurance companies offering product liability coverage should develop techniques to assist their corporate clients in establishing effective product safety practices.**

"This independent and confidential review of clients' procedures by insurance companies would be a helpful check on their adequacy from a safety point of view and could complement advice and assistance from other sources, such as independent laboratories, safety consultants, universities, and government agencies."

► **All advertisers should review the content of their messages for safety implications.**

The Sub-Council commented that manufacturers could contribute to the safe use of their products by emphasizing safety in the wide range of information services provided to customers, and that advertising often is the most pervasive corporate contact with the consumer.

► **The Consumer Product Safety Commission should place high priority on the completion of a comprehensive national product injury data system to guide the identification and evaluation of preventive measures.**

"The resulting system should be designed and operated to serve the entire Nation, and all interested sectors should participate in its evolution."

PRODUCT SAFETY TALK—*Commerce Secretary Frederick B. Dent (left) talks over the new product safety report with Mrs. Ruth Handler, chairman of the Product Safety Sub-Council, and A. M. Anderson of General Electric who represented the vice-chairman, Stanley C. Gault, General Electric vice president.*

► **An advisory committee on product injury data should be established within the Consumer Product Safety Commission, including membership from federal and nonfederal governmental units, the private sector and the public.**

"The regular, open review which such an advisory committee would make possible would help to identify problems and improvements which would contribute to the effectiveness of the system."

► **Trade and professional associations active in consumer product industries should analyze related product injury data to determine causes, identify preventive measures, and coordinate responsive action.**

"These associations can also provide the other types of information needed to identify and evaluate preventive measures, such as cost-benefit and impact analyses."

► **The American National Standards Institute should seek new financial support arrangements with the organizations it serves to provide adequate funds for management and coordination of the national voluntary standards system, and corporations and trade associations should support this effort.**

"With proper support, ANSI could pay for direct consumer representation in the

standard-making process, and could upgrade voluntary standards-writing procedures generally."

► **Federal agencies with needs and responsibilities related to voluntary product standards should join the American National Standards Institute.**

"Federal agencies with missions related to voluntary standards now participate in hundreds of ANSI activities. These agencies should also become paying members. Eventually, ANSI should be reinstituted as a quasi-public organization with a federal charter to enhance its ability to manage the Nation's voluntary standards system and carry out its important international standards responsibilities."

► **Senior corporate managers should regularly review standards activities and should involve their corporations in industry, national, and international standards activities.**

"Top management support and involvement in the standards process will be essential if the corporation is to participate properly in the many new activities associated with establishing and complying with emerging standards."

► **Trade associations should give priority to industry-wide voluntary standards activities relating to the safety of consumer products.**

"In carrying out this responsibility, associations may create internal committees or they may turn to other organizations more experienced in writing product standards. Ideally, all throughout, the process should be open to public participation."

► **The American National Standards Institute should provide the coordination and planning necessary to improve and expand voluntary product certification systems.**

"This program should establish standards for the various kinds of certification and it should make available, under appropriate arrangements, a nationwide seal indicating compliance with ANSI standards."

► **The Secretary of Commerce should initiate action to evaluate the merits of establishing a quasi-public national testing laboratory accreditation board.**

"If created, this board should include government, corporate, professional, and consumer representative appointees and it should set the policies required to administer an effective testing laboratory accreditation program."

In response to a question asked at the news conference, Secretary Dent said: "We certainly will undertake a study to see what the judgment of this Department is concerning the carrying out of this recommendation."

► **Distributors and retailers of consumer products have the responsibility to assure that their purchasing personnel understand applicable mandatory and voluntary safety standards, and their suppliers' compliance policies.**

"Permanent training procedures are the best means to achieve this objective. In addition, distributors, trade associations, and other organizations can assist in providing the necessary information for retail employees. . . .

"In selecting products for sale to the public, retailers act as 'consumers' buying agents' and they have the responsibility to obtain only safe products. As part of this selection process they should make certain that imported products meet the same safety standards which apply to domestic products."

► **The National Safety Council should create and coordinate a comprehensive product safety communications program for consumers.**

"This program deserves the complete support of businesses and their associations, and of Government agencies at all levels concerned with public safety."

In remarks at the news conference, Mrs. Handler said:

"While the major thrust of our report is directed toward improving the voluntary system, we recognize that mandatory standards are needed in some instances.

"We support this principle and feel that our recommendations will actually help the regulatory efforts of the Consumer Product Safety Commission to be more efficient and more effective."

Anderson said "the first steps toward improving consumer product safety must be taken by the manufacturer during the designing and producing of the final product. . . . Safety must be built into products all throughout their development. There is a second step benefit that is possible through the implementation of this report," he added, "in that a number of large manufacturers and retailers do have relationships with colleges, universities, high schools, and I would hope we would have the opportunity to get this kind of information to the home economics course and others and into the teaching staff itself."

Monitoring System Used To Gather Export Data On Feed Grain, Soybeans

President Nixon Freezes Prices For 60 Days While New Stabilization Plan Is Formulated

Data gathered in monitoring exports of certain grains and soybeans will be used in the process of shaping Government policy for the Phase IV stabilization program.

The reporting of export orders and shipments of grains and soybeans, and some primary products of those commodities, was begun by the Commerce Department as part of President Nixon's June 13 program to freeze prices for 60 days.

The prices of most goods and services are frozen, including agricultural products after the first sale, for 60 days. Since there was a possibility that the clampdown on prices might cause a gap between the domestic price and the world market price, some officials feared that a large volume of soybeans and the grains would flow out of the country in response to the higher world price.

Exporters were requested to report by June 20 the status of their exports of these key products as of June 13 to the Bureau of East-West Trade's Office of Export Control. Weekly reports thereafter will keep the Government informed on any trend in exports of these commodities.

Secretary Dent said that the reporting system will be "detailed and rigorous." He also assured exporters that "all information supplied to the Commerce Department under this program will, as provided by law, be given confidential treatment. No individual data will be disclosed to the public.

"The reporting system of exports and of orders and arrangements for future exports will enable the Administration to obtain more accurate and timely information than has been heretofore available," said Secretary Dent.

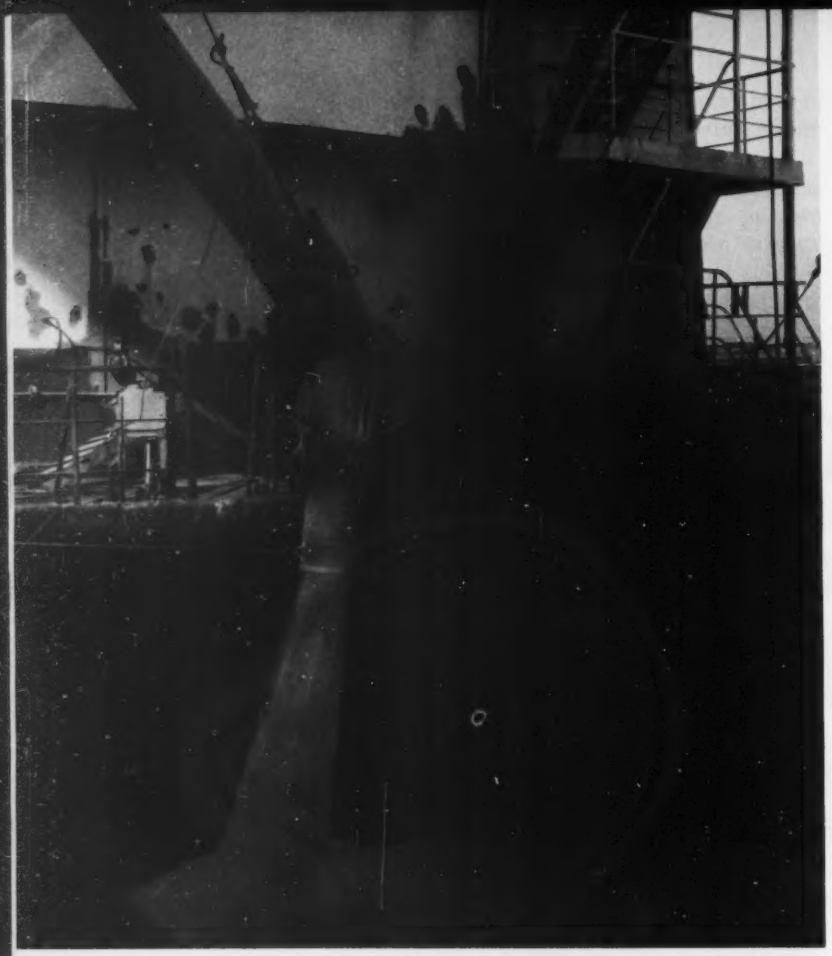
The information will be used, according to the Commerce Secretary, "to judge whether exports of the agricultural commodities involved should be restrained. These reports will also improve the ability to forecast price changes in these commodities."

Products involved are wheat, rice, barley, corn, rye, oats, sorghum, soybeans, cottonseeds, and certain primary products of the latter two.

Other commodities were not included because the Administration's primary concern is with commodities that have an important influence on the price of animal feeds where price increases have been exceptionally large.

However, commodities not included can be added at any time.

Commerce officials point out that this is



GRAIN LOADING—*Grain is being loaded aboard a ship readied for transport to a foreign country. Export of grains is one of the issues involved in the newest economic stabilization efforts. Export reporting procedures are in progress now.*

not a system with quantitative limitations on exports. Two reasons were cited why export controls were not imposed directly.

Export control is a strong action that conflicts with other national objectives besides inflation. The Federal government does not want to restrict exports unless it is clearly required to achieve stable food prices for U.S. consumers.

In the next few weeks the Administration will be receiving new information, particularly about the number of acres farmers were able to plant this year and their expected production from those acres. The reporting system will itself provide more complete up-to-date information about intended purchases by other countries. As this information becomes available, it may show that it would have been a mistake to adopt export controls.

The second reason for hesitation on imposition of controls is that it is unclear whether the President has legal authority to require licensing of exports of these agricultural products under current circumstances. That is why he is asking the Congress for emergency legislation that would permit us to operate a licensing system.

During the 60-day price freeze the Administration will formulate a new system to stem the rising inflation—Phase IV.

The freeze will not affect wages, rents, interest rates or dividends, all of which will remain for the time being under Phase III. It applies to all prices with the exception of the "first sale" raw agricultural products sold from the farm.

Questions and answers detailing parts of the President's new program are:

Why is it necessary to have a freeze rather than simply return to Phase II-type flexible controls?

After the outbreak of inflation that has occurred over the past few months, a freeze provides a kind of shock treatment and thereby reduces inflationary expectations. Further, it will provide the time necessary to consult with labor, management and consumer representatives on the shape of the post-freeze program. This program will not be simply a duplicate of the Phase II or Phase III controls.

Moreover, it will provide time to review the detailed CLC-2 forms submitted by major companies to check records, and to roll back prices when violations are found. It will cut off any bulge in prices until farm policies and fiscal restraint take effect. Finally, it cuts off price increases made in anticipation of tighter controls.

Will all prices be frozen at present levels, or will some prices be rolled back?

Price ceilings have been established based on the highest prices charged for at least 10 percent of the transactions that took place during June 1 to 8. The government does not anticipate that many prices will be rolled back during the freeze, but this could happen if it is learned that violations of the Phase III standards have taken place.

Why didn't the freeze occur sooner?

Price increases early in Phase III were in only a few sectors such as food and certain other products traded in international markets. These included petroleum, lumber, metals, and textiles like wool and cotton. In each of these areas strong action was taken such as the reimposition of mandatory controls on the largest oil companies, and the

establishment of ceilings on meat prices.

It has only been recently that evidence became available to the Cost of Living Council that price increases were becoming pervasive over the rest of the economy.

As soon as analysis could be completed so that policy makers were satisfied that across-the-board action was appropriate, this action was taken.

During Phase III the Cost of Living Council emphasized that most of the rapid price increases were due mainly to demand-pull pressures. Does this mean that this action could be economically dangerous, whatever its political and psychological merits?

It is true that a prolonged freeze would be harmful to the economy, but for the freeze we are speaking of here, there should be minimal harmful effects, despite inevitable hardships and inequities in any freeze. The important thing is that the freeze period gives a breathing space to put in place a tougher controls program.

Why not freeze raw agricultural products?

The freeze does apply to those raw agricultural products which are sold for ultimate consumption in their original unprocessed form, after the first sale. This is more stringent than in Phase I, where the freeze only applied to processed agricultural products.

How are interest and dividends affected by this action?

Interest rates and dividends are not affected. They remain under the guidelines of the Committee on Interest and Dividends.

Will the price freeze result in a slackening of output and capacity utilization, and a possible increase in unemployment?

While there will be some distortions, it is not expected that these would become serious or widespread during a 60-day period.

May parties request exceptions to the general freeze?

Only where very extraordinary circumstances exist, in which case requests should be submitted to the local Internal Revenue Service Districts.

What criteria will be used in granting exceptions and exemptions?

The rules and procedures that will apply to requests for exceptions and exemptions will be based very closely on how these requests were handled during the 1971 freeze.

What actions will the Cost of Living Council take to try to prevent a bulge in wages and prices when the freeze is lifted?

A new, tougher controls mechanism will be put into effect. It will be developed following a 30-day consultation period.

Were there any consultations with business, labor, and other economic groups as part of planning this step?

The President met several times with the Labor-Management Advisory Committee. Further consultation will come during the next 30 days as the post-freeze program is prepared.

Did the Administration misjudge the largely voluntary program in Phase III?

No. It is clear, nonetheless, that many things that were unexpected happened to inflation. Certainly the Administration did not anticipate the explosion of the prices of food and other commodities traded in international markets that has taken place this year. Most significantly, perhaps, it did not expect to get the kind of anticipatory price increases —prices being marked up in expectation that a freeze would soon be put on the economy— that it had been getting ever since Congress started considering this issue in March.

What long-range economic conditions need to be achieved to break out of this cycle of tightening and loosening of controls?

The Nation needs both a substantial reduction in the actual rate of inflation and a substantial reduction in expectations about the future rate of inflation.

Will there be modifications in the structure of the Cost of Living Council or other stabilization groups and committees?

There will be a special unit set up within the Cost of Living Council to operate the freeze program. This unit will have full operating control over day-to-day freeze operations. The government does not anticipate other major changes in the structure of the stabilization program. The various Advisory Committees will remain.

Who should be contacted for general information and guidance on the freeze?

The local Internal Revenue Service office. With respect to the reporting requirements on agricultural commodities, questions should be directed to: Don Hettinger in Commerce's Office of Export Control.

Will retailers and wholesalers be required to post prices?

No, there are no posting requirements. However, all sellers are required to maintain a list of freeze prices for all products and services, and to make a copy of that list available for public inspection. Posting of meat ceiling prices shall continue.

Emerging Woman Exerts Stronger Influence On Nation's Economy Today

She'll Have Even More Tomorrow, Says Report, Because Of Better Jobs, Education, Status

Women are in the ascendency in a wide range of ways, and as a result they will have a stronger influence on the Nation's economy and the trends of business in the future, not merely from the standpoint of managing the family budget but from the direction of their own desires and the way they spend their money.

This is dramatically detailed in a report entitled "We the American Woman," just published by Commerce's Bureau of Census.

The condensed report uses Census Bureau data to point up the advancing status of women in numbers, education, employment, and a number of other respects. While the report shows that women are behind men in average annual income, and that many are still below the poverty level, it presents a broad panorama of increasing woman power.

In summing up what it discloses, the report says:

"The 20th century emergence of the American woman from the status she historically held is a phenomenon dramatically illustrated in Census Bureau data.

"She is becoming better educated, enabling her to move up the job ladder and increase her earning power. With her new independence, she lives alone in her own household if she chooses. The married woman is having fewer children, and the divorcee is remarrying sooner.

"And she is living longer to enjoy her new opportunities and freedoms.

"Clearly, the American woman will exert an ever more powerful influence on the destiny of the United States as a result of—

► Her increasing participation in the labor force;

► Her growing educational background;

► Her majority in the electorate;

► Her wishes as to family size, which will determine the Nation's future population growth."

The Census Bureau report develops the following facts about women, based on bureau statistical information:

Income: For women working full time, the average annual income, based on reports from the 1970 census, was $5,700, or 59 percent of the $9,630 average for men working full time.

In 1971, when the median family income was $10,285, highest in U.S. history, the median family income for families with female heads was $5,100, or 47 percent of the $10,930 median for families with male heads.

The average family income has been increasing more rapidly than average income per worker because the number of earners, especially women, in families has been increasing. When the wife worked, the median income of husband-wife families in 1971 was $12,850 compared with $9,740 when she did not.

Better jobs

A major reason for more women being in the labor force is their rising educational level, which prepares them for better jobs.

For women who were year-round full-time workers in 1971, the $9,162 median income of college graduates was more than double the $4,400 median of women who had completed only eight years of school.

The income difference was not as great between men of different educational levels. For men who were year-round full-time workers, the $14,350 median income of college graduates was 83 percent greater than the $7,840 for men who had completed only elementary school.

Poverty: About 14.8 million American females, from infants to the elderly, were below the officially established low-income or poverty level in 1971. They made up 58 percent of the Nation's 25.6 million poor. Five million of these females were in families headed by women. Another 3.6 million were living alone or with non-relatives, and 2.1 million of them were 65 or older.

The poverty dividing line was set at $4,137 in 1971 for a nonfarm family of four, and $2,040 for a nonfarm person living alone or with non-relatives.

Between 1970 and 1971 the proportion of poor families with a woman as head increased from 37 to 40 percent, and the percentage of poor families with a man as head dropped correspondingly.

Families headed by women account for a growing proportion of poor families because women are far less likely to work than men who head poor families. Of the 1.9 million women heads of poor families, only 41 percent worked at least part of the time in 1971, compared with 77 percent of the men heads of poor families. Most women heads of poor families are not working because they are not able to leave their children and other household responsibilities and go to work.

The Working Woman: In 1900, when women made up only 20 percent of the Nation's work force, 36 percent were private household workers, 28 percent manual workers of one kind or another, and 19 percent farm workers. Only 8 percent were professional, technical, or similar workers, 4 percent clerical workers, and 4 percent sales workers.

By 1970, when women made up 40 percent of the work force, the proportion of women working on farms had dropped to less than 1 percent and the proportion in private households to 4 percent.

In 1970, about one-third of all employed women were working as bookkeepers, secretaries, typists, file clerks, and the like. About 17 percent were service workers, waitresses, beauticians, attendants, and so forth. Another 16 percent were professional, technical, and kindred workers, such as teachers, nurses, technicians, physicians, and lawyers.

WOMEN IN THE SCIENCES—*Among the 16 percent of professional and technical women employed in this country in 1970 were these members of the first U.S. feminine scientific team to visit the Antarctic. The current Census Bureau report notes that women made up 40 percent of the total work force by 1970 as opposed to 20 percent in 1900.*

CHANGE IN THE COMPOSING ROOM—*The feminine touch is even being felt in newspaper composing rooms as this photo of Nancy Huss reveals. Here she works in what was long thought to be an exclusive male sanctuary on a Harrisburg, Pa., newspaper.*

Two-fifths of the women in the last category were elementary or secondary school teachers.

Of the 28,929,845 women holding jobs, 25,252,734 were white, 3,309,080 black, and 989,810 of Spanish heritage. Of the 4,549,927 women holding professional and technical jobs, 4,110,060 were white, 373,713 black, and 94,589 of Spanish heritage.

In 1970, 39.2 percent of the women in the labor force were married, with husband present. Broken down, 38.2 percent of the white women in the labor force were married with husband present, and 49.8 percent of the women of black and other races.

At present, great numbers of women are combining careers outside the home with the traditional roles of wife, mother, and homemaker. Whereas it was customary for women of earlier generations to work only until they married or had children, and then drop out of the labor force, they now seek work again after their children enter school and continue to work until retirement age.

A Home of Their Own: More and more women are now living alone or sharing living quarters with nonrelatives, and these include the younger single woman, the widow, the divorcee, and the older woman who no longer has a family to care for. In 1970, these women numbered 7.7 million, and half were 65 or older. In 1960, they numbered 5.1 million and 45 percent were 65 or older.

The largest percentage increase was among women 20 to 34 years of age, and while they made up only a small proportion of all women living alone or with nonrelatives, their numbers more than doubled during the decade.

Education: Young women of the present are far more likely to be college students than their mothers. In 1950, only 7 percent of the women 18 to 24 were in college. By 1970, 20 percent of the women in this age group were in college.

About five million American women are college graduates, 2.3 million fewer than the number of American men with a college education. In postgraduate study, women also lag with 1.6 million enrolled in graduate school compared with 3.5 million men.

After age 17, young men are more likely than young women to continue their education. For example, among young people 18 to 24 one of three men are in college.

As a Political Force: In 1970, more than 70 million American women were 18 and over and thus of voting age, or nearly seven million more than the number of men of voting age.

In the half century since women gained the right to vote, the voting age population of women has increased by 35 million, while that of the male population has increased by 27 million.

The recent lowering of the voting age nation-wide from 21 to 18 added nearly 11 million potential voters to the electorate, with women in this group only slightly outnumbering men.

A ratio shift

Since women on the average outlive men, there are upwards of three million more women than men in the 65-and-older population, and by contrast only one million more women than men in the under-35 age population.

Numbers: On April 1, 1970, there were 104,299,734 women in the U.S., from day-old infants to centenarians. They represented

51.3 percent of the total population. The female population in 1970 was about equal to the total population of Japan. Of the female population, 91,027,988 were white and 11,821,631 black.

From earliest times to the mid-20th century, males outnumbered females in America. The shift in the ratio of sexes occurred during the 1940s. The 1950 census was the first to show more females than males. The ratio in that census was about 99 males per 100 females.

Women outnumber men because from infancy through old age females have a lower mortality rate.

Marriage and Divorce: During the 1950s young women were marrying on the average shortly after their twentieth birthday, but early in the 1960s they began to show an inclination to remain single a little longer. In 1970, both men and women were about a half-year older when they first married than were their counterparts a decade earlier.

Women are far less likely to remain spinsters now than were their grandmothers. In 1920, 11 percent of women age 44 had never married. In 1970, only about five percent of women that age still were spinsters.

During the 1960s, when the children born in the post-World War II baby boom years were starting to marry, marriages increased about one-third annually, and since 1968 the number has exceeded two million each year.

One of the forces behind the recent rise in the number of marriages has been the upturn in divorce and subsequent remarriage during the 1960s and early 1970s. During this period, the annual number of divorces rose 80 percent and the annual number of remarriages nearly 60 percent.

Birth Rate: The number of marriages occurring in one year is no longer a reliable basis for projecting the number of births in succeeding years because of the widespread family planning now in vogue.

Family planning is having a profound effect on the birth rate, or the number of births per 1,000 population, which in 1971 dropped to 17.2, lowest ever recorded in U.S. history.

If young wives expect to have fewer children, as they have recently indicated, it follows that the birth rate will continue to decline, resulting in a diminishing population growth and possibly a cessation of growth. However, if families in the future choose to to have more children, the resultant rising birth rate would bring a rising growth rate.

—Bureau of the Census

RESEARCH TECHNICIAN—*At General Electric's Research and Development Center at Schenectady, N.Y., a technician holds a cutting tool insert used in machining jet aircraft engines, another area in which women are increasingly taking their place, according to the Census report on woman's changing role.*

DOMESTIC BUSINESS REPORT

- U.S.-Canadian border gets first foreign-trade zone
- John Tabor is new Under Secretary of Commerce
- Mobile home industry survey will give new business leads
- Insurance industry proves fertile area for minorities

Maritime Utilizes Satellite Technology

"We have barely begun to explore the benefits to the marine industry which are becoming available through application of aerospace satellite technology," a key Maritime Administration official has asserted.

Marvin Pitkin, Assistant Administrator for Commercial Development for the Maritime Administration, foresees in this technology "—not only a more highly reliable communication system and a major management tool—but, additionally, precision global navigation and means to reduce casualty incidents and increase operational efficiency at sea.

"We foresee in this area," says Pitkin, "a new cycle of fleet management which will enable our operators to provide global fleet control at any time to perform their functions as other managers do by deviation control rather than by the intricate system of procedural controls now in effect."

Pitkin, addressing a meeting of the American Astronautical Society in Dallas earlier this month, concluded that when one considers the cost of a single liquefied natural gas vessel approximates $100 million and must be backed up by shore facilities costing twice as much, one can easily understand the need for this form of management control over marine transportation networks.

Pitkin explained the role of merchant shipping as being to profitably deliver vast and costly cargoes on schedule and with maximum safety.

Traditional freighter

The traditional freighter and tankers of the type that dominated world trade for the past century are disappearing, he said. Their place is being taken by giant highly powered, highly automated ships operating as elements of major international transportation systems.

Propelled by the twin thrusts of increasing world population and the industrialization of underdeveloped nations, Pitkin noted, world trade is growing exponentially; and this, in turn, has given rise to capital intensive marine transportation systems of high productivity.

"Cross-breeding technologies," Pitkin explained further, "can produce breakthroughs unforeseen by either specialized field, and, as a consequence, the applications from aerospace offer bright prospects to the U.S. Merchant Marine."

One of the exciting concepts to come from the aerospace industry is the use of "man-in-the-loop simulation . . ." Pitkin stated.

The Maritime Administration has a new ship simulator under construction at the National Maritime Research Center at Kings

Point, N.Y. Pitkin said this installation's objective is improved ship design and system engineering to reduce accidents at sea.

This shore facility will consist of a fully equipped ship's bridge with radar connected to a computer which will generate the appropriate hydrodynamic responses to simulate ships. These responses are fed back to the bridge instruments and to external tracking systems. Ship characteristics can be varied by the operator.

The primary missions of the project will be, noted Pitkin, "research and the closely related areas of testing and evaluation."

Another major application of aerospace technology to shipping economics lies in the field of satellite communications, navigation and control, he added.

Noting that managers at all levels of industry have available to them quantities of data to assist in their decision making, Pitkin said the U.S. maritime industry and the government have turned to increased use of computers to reduce costs and increase efficiency to assist the fleet in becoming cost competitive with the balance of the world fleet.

However, Pitkin pointed out, development in aerospace electronics have provided the technology necessary to develop a timely, reliable, and efficient satellite navigation and communication system as a capital-intensive aid to maritime management.

This capability, he commented, is particularly timely from the standpoint of the master of the ship, and the shipping company responsible for fleet management.

Associated with the improvements made possible by satellite communications are matching advances in satellite weather observation and prediction, Pitkin continued further.

As with aircraft, he pointed out, cost effective shipping systems require accurate weather routing. Accurately forecast weather information is required to define least-cost sea routes and to avoid the damages and delays caused by severe storms.

"With the advent of high capacity satellite communications," Pitkin concluded, "we would anticipate closing the loop with automatic weather recorders aboard ship, transmitting synoptic weather data back to the weather central ashore."

—Maritime Administration

U.S.-Canadian Border Gets Its First Foreign-Trade Zone

Sault Ste. Marie, Mich., first authorized foreign-trade zone on the U.S.-Canadian border, becomes the third on the Great Lakes.

Secretary Dent, Chairman of the Foreign-Trade Zones Board, this month signed the grant approving the zone application of the State of Michigan. A feasibility study for the project was supported by the Upper Great Lakes Regional Commission.

The zone covers some 17 acres within a 64-acre industrial park at Sault Ste. Marie, owned and operated by the Chippewa County Industrial Development Corp., a Michigan non-profit economic development corporation. Firms engaged in international trade related activities using the industrial park will be eligible for foreign-trade zone procedures to reduce Customs costs.

A foreign-trade zone is an area under U.S. Customs supervision to which foreign merchandise may be brought without the immediate requirement of a formal Customs entry. The goods may be exhibited, stored, assembled, used in manufacture, or otherwise processed within the zone, and duties need not be paid unless and until the goods enter U.S. Customs territory from the zone. Domestic goods moved into a zone for export are considered exported, for purposes of excise tax rebates, upon entering the zone.

Foreign-trade zone grants are issued under the Foreign-Trade Zones Act of 1934 which empowers the Board—consisting of the Secretary of Commerce and the Secretaries of the Treasury and Army—to authorize qualified public and private corporations to establish zones in or near U.S. ports of entry.

The Sault Ste. Marie zone joins 13 other authorized foreign-trade zone sites at New York City, New Orleans, San Francisco, Seattle, Mayaguez, Puerto Rico, Toledo, Honolulu, Bay City, Mich., McAllen, Texas, Little Rock, and Kansas City. The latter three sites will become operational during 1973.

The Sault Ste. Marie application was filed last July and an examiners committee named by the board conducted a public hearing there in September 1972.

U.S. Merchant Fleet Has Nearly 600 Active Vessels

Nearly 600 vessels, comprising more than 12 million deadweight tons, made up the active privately owned sector of the U.S. merchant marine on May 1, according to the Maritime Administration's Merchant Marine Data Sheet.

The exact number of vessels is 591 consisting of 209 freighters, 229 tankers, 29 bulk carriers, 118 intermodal types, and six combination passenger-cargo ships.

As of May 1, 75 merchant ships, totaling more than 4.3 million deadweight tons, were under construction or on order from American shipyards. Valued at $2.3 billion, the shipbuilding orderbook included 41 tankers, 18 intermodal carriers, four freighters, eight dry bulk carriers and two special type vessels.

Environmental Cost Forecasting System Is Among Industry Topics

The first comprehensive national reporting system on the economic effects of anti-pollution programs, considering both damages from pollution and costs of abatement, will be described by a Commerce economist at a New York business seminar June 28.

John Cremeans, chief of environmental studies in the Bureau of Economic Analysis, will provide a progress report on the industry survey now being developed by BEA and the Census Bureau.

Cremeans will be among speakers in a daylong Input-Output Seminar at the McGraw-Hill Building, 1221 Avenue of the Americas, under sponsorship of The Institute for Interindustry Data.

While many single purpose or single industry studies on pollution have been made, the new information system is expected to yield comprehensive and consistent estimates of specifically-identified pollution abatement costs, as differentiated from conventional expenditure in industrial processes. These estimates, to be derived from a questionnaire mailing now in planning, will be compatible with the framework of gross national product accounts for most effective analysis by decision-makers.

One of the objectives of the Commerce study will be estimating the physical volume of pollutants that would ensue from changes in output or investment dictated by anti-pollution measures, utilizing the Bureau of Economic Analysis input-output techniques for estimating the effects of single or composite economic developments across the broad range of industries.

The June 28 conference also will cover the construction industry in an address by John H. Morawetz of the F. W. Dodge Division of McGraw-Hill Information Systems, and sales management and marketing research through a demonstration by Dr. Jay M. Gould, president of Economic Information Systems.

Conference fee is $25, including luncheon. Registration information is available from George H. Blackett, The Institute for Interindustry Data, 1270 Avenue of the Americas, New York, N.Y., 10020.

—New York District Office

Steps To Make All Industries Aware Of Energy Conservation

America's architects, through energy-saving design, can make a significant contribution in helping to meet the energy challenge in the years ahead, according to Robert E. Shepherd, Director of Commerce's Office of Energy Programs.

Shepherd, speaking at the Whitney Publications' Round Table on the "Impact of the Energy Crisis on Tomorrow's Architecture," in New York earlier this month, noted that energy conservation will play an important part in this Nation's future energy policies.

Secretary Dent has made energy conservation a primary objective of the Commerce Department.

"The Secretary," Shepherd said, "has urged the entire industrial and commercial sectors of our economy to increase energy conservation efforts. He sent a letter to 45,000 companies last February outlining 19 ways in which industrial and commercial leaders could improve energy efficiency and conservation.

"We will be taking a series of new steps soon to help all industries—including the construction industry—to become fully aware of the latest developments in the energy conservation field.

"Briefly stated," Shepherd continued, "the President's energy message calls for new initiatives to stimulate the development of domestic energy sources, adoption of a new policy to facilitate the importation of the energy we need but are not able to produce ourselves, and the beginning of a new series of programs to develop ways to use and conserve energy.

"While progress in all three areas will be vitally important to our overall energy posture, it is in the area of energy conservation that each person can most easily make a direct contribution. With energy costs rising, more efficient utilization can not only reduce energy consumption but reduce operating costs. Architectural design which saves energy will also save money for the ultimate users of the Nation's new buildings—a very worthy set of objectives."

Updating Of Economic Censuses Sparks Bit Of History In Paper

America's economic censuses from 1809, when the first Census of Manufactures was taken, to the present, are the subject of a new publication of the Census Bureau.

Census is now collecting data from business and industrial firms concerning their business activities during 1972 and will issue reports on the data collected in these 1972 Economic Censuses later this year.

The "Working Paper 38 — Economic Censuses of the U.S.: Historical Development," is a booklet of 18 pages presenting the history of the censuses in two parts.

From its pages one can learn that the earliest economic data gatherers, in 1810 and 1811, reported America's manufacturers produced products valued at $173 million.

New Mobile Home Survey Will Give Business Leads

Questionnaires will be mailed by the Census Bureau to manufacturers of mobile homes next month, seeking lists of dealers and locations of their dealer outlets.

The mailing is the first step in the Census Bureau's new monthly survey of where mobile homes are being located. It is being taken in cooperation with the Department of Housing and Urban Renewal.

It will begin in December. The survey will supply continuing statistics on mobile homes similar to statistics now provided by the Census Bureau on conventional housing.

The decision to launch the survey indicates a growing awareness of the importance of the mobile home industry, a Census Bureau spokesman said, noting that the industry now supplies about one-fifth of the additions to the Nation's housing inventory and accounts for about one out of every three one-family dwellings. The survey was recommended by the President's Cabinet Committee on Construction.

As with other information reported to Census, all names will be kept confidential. Only sworn Census Bureau officials will have access to the information on the questionnaires.

When the lists have been compiled, a sample of the dealers will be selected and surveyed each month for information on the number and location of new mobile home placements. The statistics will be used to estimate national and regional placements of the homes.

The Census Bureau expects to publish the monthly reports with information on the number of mobile homes placed in the United States, in each of the four Census Regions (Northeast, North Central, South and West), eventually for selected local areas where substantial numbers of mobile homes are being placed.

Cooperating with Census are housing and other associations including the Mobile Home Manufacturers Association, state agencies and trade publications.

—Census Bureau

New Freeze's Effect On Fuel Gets Attention

Exclusion of rents from the new 60-day price freeze and the freeze's effect on fuel supplies such as oil are two areas drawing special interest from businessmen.

The Cost of Living Council explained the reasons for excluding rents from the freeze as:

"Since the announcement of Phase III, the rent component of the CPI has shown steady improvement. The change from January to February was .5, from February to March it was .4, and from March to April, .3. The annual rate of increase from April—the most recent figures available—is 3.6 percent, a moderate rate and lower than the 4.8 percent rate for the last two months of 1972.

"The rent problem is quite localized. And in some of those areas where there is a problem, various forms of concerted local action have taken place to provide relief."

Further, the Cost of Living Council said about oil supplies (and other industries where price incentives are generally regarded as an incentive to increase production) that the freeze makes it all the more important that the Nation succeed in the supply increasing efforts that have been undertaken.

"In the present economic situation, increasing supplies offer the greatest promise for reducing the upward pressures on prices, and efforts directly to enhance supplies, where appropriate, will continue." *(For related story see P. 7.)*

—Cost of Living Council

John K. Tabor Appointed New Under Secretary

John K. Tabor, member of former Pennsylvania Governor William Scranton's cabinet, has assumed his duties as Under Secretary of Commerce, succeeding James T. Lynn.

As the second ranking officer in the Commerce Department, Tabor will be involved in activities ranging from promotion of foreign trade to maritime affairs, travel promotion, economic affairs, energy problems, patents, standards and weights and measures, minority enterprise and ocean and weather research.

The 52-year-old partner in the Pittsburgh law firm of Kirkpatrick, Lockhart, Johnson and Hutchison, served six years in the cabinet of former Governor Scranton. For four years he was Secretary of Commerce for Pennsylvania and also served one year each as Secretary of Internal Affairs and Secretary of Labor and Industry.

His additional duties in the Scranton Administration included Chairman of the Pennsylvania Industrial Development Authority, Secretary of the General State Authority, Secretary of the Highway and Bridge Authority, and a member of the Sanitary Water Board.

He received his bachelor degrees at Yale University, where he was a member of Phi Beta Kappa, and the Harvard Law School. He also received BA and MA degrees on a Henry Fellowship at Corpus Christi College, Cambridge University, England.

Insurance Industry Seen As Fertile Area For Minority Business Gains

Many of the Nation's 42 black-managed insurance companies are climbing the success ladder, breaking into the lucrative group policy market and achieving what the Office of Minority Business Enterprise has set out to do—building a strong minority middle class.

Some of the black-owned and managed firms are the most durable manifestations of minority enterprise and have a lot to offer their newly sought business clients in the minority community.

Others, the smaller ones, are mired in a quagmire of undercapitalization—the one weak link in the minority insurance industry's efforts. Their capital bases need expanding and strengthening.

These smaller firms can look forward to a major capitalization plan being developed under contract with OMBE. The National Insurance Association is taking the lead role in the formation of a corporation that resembles a Minority Enterprise Small Business Investment Company (MESBIC). It will seek a MESBIC license from the Small Business Administration before the end of the calendar year and, if successful, can provide the needed assistance to the smaller firms in expanding capitalization.

Meanwhile, many black-operated insurance companies are not babies.

Remarkable progress

Progress is so remarkable that in one instance, the City of Jacksonville, has turned over most of its insurance business to a black company.

With $1,413,824,208 insurance in force and $129,233,894 in assets North Carolina Mutual Life Insurance Co. of Durham continues to hold the lead position in the country.

Established in 1899, North Carolina Mutual is the dean of the black-managed life insurance companies in America. One of the newest in the field is United Fidelity-Victory Life Insurance Co. of New Orleans, organized and put into operation in 1970.

North Carolina Mutual grew to greatness on premiums sold to black policyholders in a segregated marketplace.

Last year North Carolina Mutual decided to go after the group coverage market in the nation's blue chip corporations. It drew in more than $500 million worth of group insurance coverage, jumped from 892 on the list of U.S. insurance companies to 207 in the nation's rankings by National Underwriters Co.

North Carolina Mutual is one example of a market penetration that has rendered many of the industrial giants of America virtually color blind in their insurance decisions.

"They are entering the group policy field by successfully demonstrating their capability for pro-

NORTH CAROLINA—*Home office of North Carolina Mutual Life Insurance Co., Durham, N.C., one of the oldest and largest minority insurance firms.*

DEMONSTRATION—*Robert Galanti (seated) and Dan Stowell (far right), IBM representatives, demonstrate equipment to (left to right) Homer J. Sheeler and John L. Daigre, president and board chairman of Purple Shield Life, and Dr. Estemore A. Wolfe, vice president-secretary of Wright Mutual.*

viding the same kind of service and benefits as the majority companies," explains Charles A. Davis, executive director of the National Insurance Association.

There are at least 10 black-operated insurance companies now in the group policy market, according to Davis.

"The way it is done is for a large corporation to divide the business between a major white insurance company and one or more black companies," Davis said. "To this extent the firms are becoming color blind."

Davis says the next major market breakthrough will be large scale individual sales and only then can it be said insurance companies operate in an entirely color blind marketplace.

"Government efforts, through the National Minority Purchasing Council and the Office of Minority Business Enterprise, have been extremely valuable to members of the National Insurance Association," Davis pointed out.

Reviewing the background of the industry he represents and its place in the marketplace, Davis pointed out that when the oldest black-operated company—now 80—was formed almost all of minority business was small, service proprietorships. The manufacturing and big operations came much later.

"Initially, the minority insurance firm's role was to provide burial insurance," Davis continued.

Sophisticated variations

"Over time they have come to offer all sophisticated variations of life insurance, death, retirement benefits, cash reserve for emergencies, business protection, mortgage cancellation and fringe benefits for workers."

Many of these companies are also engaged in health and hospitalization, he continued.

Davis said it is possible to trace the economic growth of the minority community through the growth of the black insurance companies.

"No other institution in the black community serves quite the same purpose as the insurance company which has created the economic floor for the black middle class," he asserted.

"It has been the principal means of estate building and maintains family status in the case of the death of a family breadwinner," Davis added.

In addition, Davis pointed out that the black insurance firms have provided a steady flow of leadership and managerial talent in the black community.

Presently there are approximately 4,000 persons employed by these companies in managerial positions and this figure has remained level for a number of years.

The companies are:

North Carolina Mutual Insurance Co., Durham, N.C.; Atlanta Life Insurance Co., Atlanta; Golden State Mutual Life Insurance Co., Los Angeles; Universal Life Insurance Co., Memphis; Supreme Life Insurance Company of America, Chicago; Chicago Metropolitan Mutual Assurance Co., Chicago.

Mammoth Life and Accident Insurance Co., Louisville; Pilgrim Health and Life Insurance Co., Augusta, Ga.; Afro-American Life Insurance Co., Jacksonville, Fla.; Booker T. Washington Insurance Co., Birmingham; American Woodmen's Life Insurance Co., Denver; United Mutual Life Insurance Co., New York; Central Life Insurance Co., Tampa.

Other companies

Winston Mutual Life Insurance Co., Winston-Salem, N.C.; Peoples Life Insurance Co. of Louisiana, New Orleans; Southern Aid Life Insurance Co., Richmond, Va.; Virginia Mutual Benefit Life Insurance Co., Richmond; Protective Industrial Insurance Company of Alabama, Birmingham; Good Citizens Life Insurance Co., New Or-

INSURANCE GUEST—*From Guinea, Mamadou Bari (center), director of broadcasting for the Ministry of Information of the Republic of Guinea, West Africa, is briefed on an electronic computer by Dennis Goodlow, data processing specialist at Golden State Mutual Life Insurance Co., while touring the firm's home office facilities. At right is a State Department interpreter, Donald Woods.*

DATA PROCESSING—*A view of North Carolina Mutual's data processing department shows the latest in modern equipment used to process claims and record work of the minority insurance firm.*

leans; Union Protective Life Insurance Co., Memphis.

Provident Home Industrial Mutual Life Insurance Co., Philadelphia; Golden Circle Life Insurance Co., Brownsville, Tenn.; Wright Mutual Insurance Co., Detroit; Winnfield Life Insurance Co., Natchitoches, La.; Gertrude Geddes Willis Life Insurance Co., New Orleans; Unity Burial and Life Insurance Co., Mobile.

Southern Life Insurance Co., Baltimore; National Service Industrial Life Insurance Co., New Orleans; Keystone Life Insurance Co., New Orleans; Bradford's Industrial Insurance Co., Birmingham; Purple Shield Life Insurance Co., Baton Rouge, La.; Reliable Insurance Co., Monroe, La.; Benevolent Life Insurance Co., Shreveport, La.; United Fidelity-Victory Life Insurance Co., New Orleans; Majestic Life Insurance Co., New Orleans.

Lighthouse Life

Lighthouse Life Insurance Co., Shreveport; Lovett's Life and Burial Insurance Co., Mobile, Ala., Superior Life Insurance Co., Ruston, La.; Progressive Industrial Life Insurance Co., New Orleans, and People's Progressive Burial Insurance Co., Rayville, La.

—Office of Minority Business Enterprise

Ten Economic, Social Characteristics Listed In Book About Blacks

Ten social and economic categories are included in a new Census Bureau report, "Negro Population."

The report draws together data on ethnic groups and Negro migration, fertility, marriage and living arrangements, education, employment, occupation and industry, and income.

The Census Bureau's annual report, "The Social and Economic Status of the Black Population in the United States, 1972," which includes narrative text and covers updated information on much of the data presented in "Negro Population," will be published soon.

Copies of "Negro Population," PC (2)-1B, are available for $2.85 from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities. *—Census Bureau*

More Americans More Affluent

More Americans are more affluent than ever. Even allowing for price increases or inflation, the growth of income is extraordinary.

Allowing for inflation the median family income figure in 1969 was nearly double the 1949 median.

These observations are made in a new statistical portrait—"We, the Americans — Our Incomes" — published last month by the Census Bureau.

It notes that the number of families with $25,000 or more income grew to 2.8 million by 1971. There were only 575,000 families with that income in 1960.

The more affluent families live in the urban areas. Median family income is highest in the Northeast, but the South, which is lowest among regions in median family income, is rising faster than the others.

The booklet colorfully portrays the changing American society. Suburbs are the highest income areas, men have more income than women and working wives are much more numerous than a decade ago.

Although blacks do not receive as much income as whites, the 16-page booklet notes, the income gap between the groups has narrowed considerably. In 1971, black median family income was 63 percent of the white median. In 1959, it was only 52 percent of the white median family income allowing for inflation.

Income history was made in 1971. The Census Bureau's annual survey showed that median family money income in the United States rose above $10,000 a year for the first time in history. The median figure was $10,290. The term "median" is described in the booklet that half of all families got more and half less than this amount.

—Census Bureau

NEW MESBIC LAUNCHED—*At the White House ceremony commending the new Cleveland MESBIC are (from left) Stanley S. Scott, Special Assistant to the President, Dr. Lewis F. Wright, Dr. Edward L. Wilkerson, two founders of the MESBIC; Walter Larke Sorg, Assistant Director for Private Programs of the Office of Minority Business Enterprise; and Lonnie Murray, OMBE Private Programs Division.*

Doctors Form Privately-Funded Minority Venture Capital Company

Five Cleveland, Ohio, black doctors and the widow of a sixth have established the first privately-funded minority venture capital company licensed by the Government to exclusively assist members of minority groups to own or expand their businesses.

Announcement of the new Minority Enterprise Small Business Investment Company was made as the six were commended at the White House earlier this month by Stanley S. Scott, Special Assistant to the President. The five black physicians from the Glenville section of Cleveland are Dr. Edward L. Wilkerson, Dr. Lewis F. Wright, Dr. Timothy Stephens, Dr. Griffin Allen, Dr. David Wallace. Mrs. Margaret Schumake is the widow of the sixth black doctor. Dr. Wilkerson will act as president of the company and Dr. Wright will serve as manager of the Glenco MESBIC.

"Formation of the Glenco Minority Enterprise Small Business Investment Company represents a meaningful first in the President's minority business enterprise program," Scott said.

"All 62 previously licensed MESBICs have been formed by nonminorities, corporations and financial institutions, but now, for the first time, minority capital has been pooled to provide the entire $150,000 of paid-in capital for the MESBIC," Scott concluded.

Dr. Wilkerson said Glenco MESBIC was formed to provide a much needed source of equity capital for minority entrepreneurs in Cleveland.

"Business opportunities for minority citizens in Cleveland, I believe," said Dr. Wilkerson, "will be expanded greatly by this new source of business financing." Dr. Wilkerson also expressed hope that Cleveland lending institutions and private companies would seek to invest in the Glenco MESBIC.

Also present at the White House meeting was Walter Larke Sorg, Assistant Director for Private Programs of Commerce's Office of Minority Business Enterprise.

MESBICs are privately owned and operated Small Business Investment Companies licensed by the Small Business Administration. The MESBIC program was begun in 1969 in a joint effort by OMBE and SBA to encourage the private sector to invest in MESBIC operations which provide "equity" or "venture" capital and long term loans to businesses that are minority-owned.

While MESBICs with less than $500,000 in private capital may sell up to two times their capital in debentures to the SBA, MESBICs with $500,000 or more in capital can sell debentures or preferred stock to SBA for three times their capital, allowing a $500,000 MESBIC to place up to $2 million in investments. These funds are further leveraged by bank loans and trade credit, so that the present $23.7 million in capital held by the 62 now operating MESBICs can initiate as much as $400 million in actual loans and investments.

New Census Maps Pinpoint Chinese, Japanese Citizens

Two maps, showing the distribution of Chinese and the distribution of Japanese in the U.S. by counties, have been published by the Census Bureau.

The maps, "Number of Chinese by Counties of the United States: 1970" (GE-50 No. 50) and "Number of Japanese by Counties of the United States: 1970" (GE-50 No. 51) are based on figures from the last decennial census. Each is 30 by 42 inches and printed in several colors. The color is used to indicate the concentration of Chinese or Japanese in the Nation's counties.

Single copies are available for 50 cents from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Single-Family Home Sales Increase In Numbers, Value

During 1972 there were 718,000 new single-family homes sold for approximately $21.9 billion, according to statistics released by the Census Bureau and the Department of Housing and Urban Development.

The number of homes sold increased 9 percent from the 656,000 new homes sold in 1971, and the total value of sales was up 18 percent from the $18.6 billion of the previous year.

The average sales price of new homes sold during 1972 was $30,500, 8 percent higher than 1971, while the average floor area of 1,590 square feet remained virtually unchanged.

In 1972, as in 1971, conventionally mortgaged homes had the highest average sales price—$34,100; those sold with FHA-insured mortgages had the lowest average sales price — $21,800. The Northeast had the highest average sales price—$35,700; the lowest was in the South, $28,500. The greatest increases in average sales price between 1971 and 1972 occurred in the South—10 percent, and in the West—9 percent.

The number of new homes sold with FHA-insured mortgages in 1972 was 128,000, 36 percent below the 1971 figure of 201,000; conventionally financed homes numbered 404,000 in 1972, 40 percent above the 1971 figure of 288,000. In 1972, 20 percent of the new homes sold had FHA-insured mortgages as compared with 33 percent in 1971. In contrast, the number of new homes financed with conventional mortgages increased from 48 percent in 1971 to 62 percent in 1972.

There was a sharp increase in the proportion of new homes sold using electricity for heating — 33 percent in 1972 compared with 26 percent in 1971. Homes sold with central airconditioning installed also registered a major rise — 47 percent in 1972 compared with 40 percent in 1971. Smaller increases occurred in the proportion of new homes sold with two or more bathrooms and with garages.

Record Disaster Loans Help Small Businesses

The Small Business Administration has made 206,623 disaster loans for a total of $1,464,300,000 so far this fiscal year, SBA Administrator Thomas S. Kleppe said in mid-June.

"This is an all time high in disaster operations," Kleppe said, "due largely to the havoc caused by tropical storm Agnes." About 90 percent of the loans were to repair or replace homes, and the remainder to cover business losses of equipment, supplies or buildings.

The Small Business Administration has made loans in 48 of the 50 states during fiscal 1973 and also in the District of Columbia, Puerto Rico and the Trust Territories. Currently SBA is involved in helping disaster victims in 27 states.

Estimates are that these additional loans will reach somewhere between $350,000,000 and $400,000,000, the majority to replace or repair homes damaged by severe storms and floods through the Mississippi Valley and elsewhere.

Under SBA's disaster program, loans are made to individuals, businesses, churches and charitable institutions in amounts of up to $50,000 for real property, $10,000 for personal property and $500,000 for business property. Loans may be for as long as 30 years.

In the current fiscal year, SBA has been called on to make almost half of all the disaster loans it has made in its 20-year history.

Calendar For Businessmen

June 28—New York City—Input Output Conference on theme "How Input Output Services Can Help You Now," sponsored by The Institute for Interindustry Data, Inc., its member companies, and Commerce's New York District Office. The conference will be from 9:15 a.m. to 4:30 p.m., McGraw-Hill Building, 1221 Avenue of the Americas. Contact George H. Blackett, Phone: 212-265-2666.

July 13—Helena, Mont.—Business Opportunity Federal Procurement Conference.

July 26—Duluth, Minn.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. John A. Blatnik and U.S. Rep. David R. Obey.

Aug. 10 — Wichita Falls, Texas — Business Opportunity Federal Procurement Conference, sponsored by Rep. R. D. Price.

Sept. 16-20 — Denver — International Public Works Congress and Equipment Show, sponsored by the American Public Works Association. For information, R. D. Bugher, Executive Director, APWA, 1313 E. 60th St., Chicago, 60637.

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints — the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

SCIENCE & TECHNOLOGY REPORT

- **Acoustic radar to improve air safety to be tested**
- **First gas standards issued to clean up air**
- **Patents of special interest**

New Trademark Accord To Assist U.S. Firms

A Trademark Registration Treaty which will assist U.S. companies doing business abroad by simplifying the procedures for obtaining multi-national registration of trademarks was agreed upon by a number of nations, including the United States, at a Diplomatic Conference in Vienna, Austria, June 12.

Robert Gottschalk, Commissioner of Patents, signed the treaty for the United States. A number of major countries, including the United Kingdom, the Federal Republic of Germany and Italy, as well as Hungary, Portugal, San Marino and Monaco, also signed the treaty. Most of the other delegations present indicated their intent to confer with the appropriate officials in their country and expressed their hope to sign the treaty before the end of the year. It remains open for signature through December 31, 1973.

The treaty negotiations in Vienna represent the culmination of the work of several Committees of Experts and working groups which have met in Geneva, Switzerland, since 1970 and which, with the assistance of the World Intellectual Property Organization (WIPO), prepared several drafts of the treaty.

Important changes

The final text of the treaty produced at Vienna contains a number of important changes from earlier drafts. One of these changes occurred in an article of particular interest to the United States.

The pre-Conference draft of the treaty provided that a country may not require use of a mark, as a prerequisite to obtaining or maintaining a registration, until three years after its international registration. Another provision extended this three-year moratorium on use requirements in certain cases, where national processing of the international registration was prolonged, to as much as five years.

The United States Delegation, headed by Daniel M. Searby, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities and Robert Gottschalk, Deputy Head of the Delegation, sought and obtained the deletion of the requirement to extend the three-year period to as much as five years.

The three-year moratorium on use requirements itself would require a significant change in U.S. law which requires use of a mark before an application for registration may even be filed.

Although it is believed that a limited moratorium on use requirements would have a positive effect for U.S. businessmen, in that they will not have to concern themselves with establishing a premature actual use of their mark in commerce to file a trademark application, it was felt that too extensive a period might encourage the "banking" of unused marks and administrative abuses and difficulties.

A flat three-year moratorium period was also considered to be closer to legislation which has been pending in the Congress for some years and which would permit a trademark application to be filed although not registered on the basis of an intent to use a mark rather than actual use.

The Vienna Conference fixed the period within which the international registration must be given national effect or the grounds for refusing national effect stated at 15 months (18 months in the case of certification marks which are relatively few in number). A number of other periods from 12 months upwards were previously considered and serious consideration was given in Vienna to 18 months.

Access to the treaty

The Conference decided upon 15 months rather than 18 months to provide the owner of an unused mark with information as to its registrability as much as possible before he must undertake use.

Access to the treaty by developing countries for a limited period of time, initially 5 years, but extendable for several additional periods, without having to assume the obligations of the treaty such as giving national effect to international registrations, is provided by a provision added at Vienna. To take advantage of this provision, developing countries are required to file a declaration expressing their desire in this respect by June 12, 1978, and indicating their intent to become a party to the treaty after the access period or periods expire. Declarations may only be filed by developing countries party to the Paris Convention for the Protection of Industrial Property of 1883, as revised at Stockholm in 1967.

The developing country clause, as well as giving developing countries certain limited advantages, should act as a stimulus to adherence by more developing countries to the Paris Convention and the Trademark Registration Treaty.

Simplified system

The treaty finalized in Vienna creates a simplified system of central filing or application for obtaining the multi-national registration of trademarks. A single application, in either the English or French language, with a single fee and prepared in compliance with one set of standard formal requirements, is filed with a central intergovernmental agency, an International Bureau under WIPO. This has initial effect as an application in each country designated by the applicant and which is a party to the treaty, and in subsequent registration effect in each such state unless registration is refused within 15 months.

The mark is published by the International Bureau promptly after receipt in an International Register of Marks. Publication includes the mark and all relevant data including the list of goods and/or services involved.

Each State may, within the 15-month refusal period, refuse to register a mark on the same grounds for refusal as are specified in its own national law.

An existing treaty, the Madrid Agreement, provides for registering trademarks internationally. However, the U.S. and various other major nations including the Soviet Union and Japan are not parties to that agreement. A number of other industrialized countries, including Japan, United Kingdom, Canada and the Scandinavian countries, are also not members of the Madrid Agreement. The new agreement, which may parallel the Madrid Agreement, is intended to be more universally acceptable and encompass both the bulk of the Madrid countries and many countries not members of Madrid.

Other representatives of the U.S. delegation were William E. Schuyler, Jr., former Commissioner of Patents, now a partner in the firm of Schuyler, Birch, Swindler, McKie & Beckett, Washington, D.C.; Anthony R. Desimone, Trademark Counsel, Merck & Co., Inc., Rahway, N.J.; Gabriel M. Frayne, Ladas, Perry, Von Gehr, Goldsmith & Deschamps, New York, N.Y.; Beverly W. Pattishall, Pattishall, McAuliffe & Hofsetter, Chicago, Ill.; and W. G. Reynolds, Morris, Nichols, Arsht & Tunnell, Wilmington, Del.

Congressmen Robert W. Kastenmeier of Wisconsin, Chairman of the House Subcommittee on Patents, Trademarks and Copyrights of the House Judiciary Committee and Edward Hutchinson of Michigan, Ranking Minority Member of the House Subcommittee on Anti-Trust Matter, served as congressional advisors to the U.S. Delegation.

Further participation in the Diplomatic Conference by the U.S. private sector was provided by representatives of the American Bar Association, American Patent Law Association, the New York Patent Law Association, the Pacific Industrial Property Organization, and the United States Trademark Association.

Private sector representation from other countries was also involved in the conference, as was participation on behalf of numerous intergovernment organizations including the Council of Europe, the United Nations Industrial Development Organization, and the International Institute for the Unification of Private Law.

—Patent Office

Acoustic Radar Promising Improved Air Safety To Be Airport Tested

An inexpensive "acoustic radar" system has been developed that promises to be a great contribution to air safety by giving pilots almost instant information as to what the wind is doing near ground level as they approach airports to land.

The system has been worked out by scientists of Commerce's National Oceanic and Atmospheric Administration (NOAA) under an agreement with the Federal Aviation Administration, it is to be tested this summer at the Stapleton Airport at Denver.

A test model of the system will be installed near the end of one major runway at the airport. If the system proves successful, additional testing will be carried out.

The value of the system, if it proves successful, will be to inform pilots of wind shear close to the ground over and near airport runways. Wind shear, a sharp change in horizontal wind speed or direction with height, can throw aircraft off course or interfere with the rate of descent or ascent. Near the ground, it may be accompanied by general turbulence, adding to the pilot's problems.

Wind shear a factor

The National Transportation Safety Board recognizes wind shear as a contributing factor, and sometimes the direct cause, of many landing accidents and less serious accidents.

The test model to be installed at the Stapleton Airport will consist of a loudspeaker, or "active" antenna, that will broadcast beeps of audible sound directly up into the atmosphere. On two sides of this "active" antenna will be located receivers, or "passive" antenna, spaced at different distances from the "active" antenna, possibly 100 meters or so.

The receivers will pick up echoes from the beeps from the "active" antenna as they travel upward. Because the beeps are moving upward and are being affected by wind variations as they rise, the receivers will record the frequency changes in the sounds caused by the wind.

The frequency shift data will be converted in an on-line computer, and when hazardous conditions are present the data can be communicated to pilots, thereby showing the altitude of maximum wind shear, and the strength and direction of the shear.

The effect would be, it is explained, to provide pilots with an almost continuous profile of the wind in the vicinity of ground level.

The new system is based on the Doppler principle that the frequency of a wave form, including sound waves, is altered when it is reflected from a moving object.

"If all goes well," says Dr. Donald W. Beran of NOAA, "the device may be used to provide wind and shear data not now available to pilots.

"By using an acoustic echo sounder, a device that transmits sound waves into the atmosphere and then 'listens' for the scattered sound from turbulence or wind shear, the Doppler-shifted frequency can be detected.

"The frequency can then be converted to wind speeds across a vertical section through the atmosphere to heights up to about 3,000 feet.

"One major advantage of this system is its simplicity and low cost."

One possible disadvantage, it is recognized, is that extraneous noise, especially during heavy traffic periods, could result in the loss of signals.

"But," says Beran, "despite this loss, the system could provide the wind data necessary for pilots even during peak traffic."

Beran and the other NOAA scientists involved are with the acoustic group headed by Dr. Freeman Hall of the Wave Propagation Laboratory of NOAA's Environmental Research Laboratories, based in Boulder, Colo. —*NOAA*

First Gas Standards Issued To Assist Auto Producers Clean Air

Auto and specialty gas manufacturers and government agencies now have the first of a series of standard reference gases for a common measurement base. Commerce's National Bureau of Standards has just issued the standards which are expected to assist accurate measurement of gases, one of the major problems involved in compliance with and enforcement of the Clean Air Act.

The gases can be used as standards of reference in the calibration of instrumentation employed in vehicle emissions analysis.

Referring to the measurement problem, Theodore G. Eckman of General Motors Proving Ground says that "for some years now, the automobile industry has been required to meet various emission standards set forth by the legislative branches of Federal and state governments with no assurance that individual company master calibrating standards are accurate and agree with government test facilities' master calibrating standards."

At a July 1972 meeting of the National Bureau of Standards and the Environmental Protection Agency with auto and specialty gas manufacturers, it was agreed that standards under EPA sponsorship should develop calibration standards for four different gas mixtures in various concentrations.

Two sets of standards are now available—propane in air and carbon dioxide in nitrogen.

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Adjustable support for a water mattress. The invention is an adjustable support for a water-filled mattress. The support comprises a box-shaped carrier for receiving and supporting a water-filled mattress. The box-shaped carrier is supported over a base member by a number of adjustable T-beams. The T-beams are hinged from a central post attached to the base member. Each of the T-beams extends radially from the central post to a corresponding vertically - adjustable carrier arm hinged to the periphery of the base member. Adjustable cables extending from the central post to each of the carrier arms supporting the T-beams provide means for raising or lowering the carrier arms, and, in turn, the beams resting on the carrier arms for leveling and supporting the box-shaped bed carrier above the base. Patent 3,724,007 issued to Ralph L. Kuss, Findlay, Ohio, and assigned to R. L. Kuss & Co., Inc.

Remotely operated electrical combination lock. An electrical combination lock in which the lock is in a preferred embodiment, a door latch, safe lock, or a switch for actuating a motor, or the like, having a number of separate combination switches each switch of which requires a predetermined number of actuations in order to activate the respective switch, each succeeding switch being connected to reset itself and all preceding switches and concurrently to set off an alarm if the actuation member is actuated prior to the closing of all preceding ones of the combination switches, as well as there being a separate actuation member for resetting all of said switches, substantially all combination switches each including a means to reset and to actuate an alarm when ever the predetermined number of actuations for the respective switch is exceeded by a predetermined degree, once actuated the alarm remaining actuated until reset by the opening of the lock by correctly dialing the total combination of the several switches, and a separate actuation switch for opening the circuit connecting the first combination switch actuation means with the alarm circuit and for simultaneously closing the activation circuits of the number of combination switches, and for concurrently opening the circuit between the actuation means for the first combination switch and the actuation means for the separately actuable reset. Patent 3,722,238 issued to Albert W. Ring, 158-46 96th St., Howard Beach, N.Y.

Method of building construction. A method for construction of a multi-story building wherein the roof may be constructed first at an intermediate level, following which each floor is constructed in an elevation near ground level. After the floors are constructed, the roof and each floor is lifted to its ultimate elevation. The floors are constructed, one at a time, at closely vertically spaced intervals, and each is supported solely by the support columns during the construction. Thus, each floor serves as access to the construction of the next floor above but does not support the same. A constructional joint is provided to permit vertical movements of the floors relative to the columns after the floors are constructed. The joint basically comprises a collar arrangement disposed for receiving a vertical support column and the collar is shiftable vertically relative to the column. Further, the collar is constructed as an integral part of a horizontal beam extending outwardly from the column. Patent 3,722,169 issued to Robert L. Boehmig, 3030 Peachtree Rd., Atlanta.

Science Calendar

July 17-19 — Seattle, Wash. — Conference on "The Oceans and National Economic Development." Sponsored by National Oceanic and Atmospheric Administration.

July 22-27—Minneapolis, Minn.— National Conference on Weights and Measures. Radisson Hotel. Sponsored by National Bureau of Standards. Contact: Executive Secretary, NBS, Washington, D.C. 20234.

August 14-16—Gaithersburg, Md. —National Bureau of Standards. Defects & Defect Clusters in B.C.C. Metals and their Alloys. Sponsored by American Institute of Metallurgical Engineers and NBS.

August 22-24 — Newark, N.J. — Newark College of Engineering. 4th annual Product Liability Prevention Conference. Contact: PLP-73 Chairman, Newark College of Engineering, 323 High St., Newark, 07102.

Sept. 11-13 — Washington, D.C. — Commerce Department. Impact and Utility of International Standards Institute. Contact: ANSI, 1430 Broadway, NYC.

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS. Contact: Paul Cali, 921-3479.

INTERNATIONAL COMMERCE REPORT

- **Washington Official Trade Briefs**
- **Opening of East-West Trade Center in Vienna**
- **Trade Mission report, railway equipment in India, Pakistan**
- **Another Trade Mission summary, airport equipment in Mid-East**
- **New reports for international traders**
- **Investment, sales opportunities worldwide**

Devaluation: Both Opportunity, Challenge

Three main conclusions emerge from reports submitted by American Embassies on the implications of the February 1973 dollar devaluation for United States exports to 20 of our major markets.

1. The devaluation and the appreciation of the currencies of most of our major competitors have enhanced the competitive position of many American manufactured goods now being exported and have created opportunities for new exports. However, aggressive marketing by Japanese and German suppliers in third country markets may counterbalance the lower prices in local currencies that often result from the devaluation.

2. American exports are being strongly stimulated by high levels of economic activity in nearly all the countries surveyed.

3. Many American exporters are either unable or unwilling to take full advantage of the opportunities, largely because of the tight supply situation in the United States.

The survey was designed to evaluate qualitatively the prospects for American exports. It did not cover imports into the United States.

The emphasis was primarily on the post-devaluation performance of the prices of American exports in relation to domestic and foreign competitive products. Shortages of supply and/or burgeoning demand have resulted in rapidly rising world prices of some of our most important exports and in these cases the effect of devaluation was obscured. This was particularly true for products of the chemical industry, especially basic chemicals, and leading agricultural exports, such as grain and soybeans.

It is too early to generalize as to the behavior of the American multi-national firms, either as regards their pricing performance or their sourcing policy. While most multinationals seem to be examining the possible advantages of increasing their sourcing from the United States, only a few are reported to have reached decisions so far.

Machinery and equipment clearly enjoy an improved competitive position as a result of the currency realignment. The products most frequently mentioned are machine tools, construction machinery, testing and measuring equipment, pumps, valves and compressors, printing and bookbinding equipment, business machines and other office equipment, hotel and restaurant equipment and aviation electronics.

The Embassies were requested to pay particular attention to new opportunities in the consumer goods field. Several reports identi-

fied a fair number of such consumer products.

The survey was undertaken at the request of the Commerce Department's Bureau of International Commerce, whose Office of International Marketing analyzed and summarized the replies. These summaries appear, country by country, on the following pages. A final report, on Page 38, examines the changing currency picture in comparative numerical detail.

Reports From Europe: An Introductory Look

Nine U.S. Embassies in Europe were asked to survey prospects for American exports under the changed currency circumstances and all found many instances of products enjoying an improved competitive position. Prospects of course vary from country to country, depending on various factors, including the rates and composition of economic activity and the extent of the appreciation of the European currencies against the dollar.

Joint float

Six members of the European Economic Community are participating in a joint float — France, Germany, Belgium, Luxembourg, the Netherlands, and Denmark. They are also maintaining the margins between their respective currencies at a maximum of 2.25 percent.

Sweden has associated itself with this joint EEC float. The three other members of the EEC, the United Kingdom, Ireland and Italy, elected to continue floating their currencies outside the EEC margins but agreed to participate in the joint float as soon as possible.

Of the two other European countries included in the following survey, Switzerland has allowed the franc to float and Spain has maintained the par value of its currency in terms of gold.

U.S. Suppliers Get New Advantages In Buoyant Britain

The Smithsonian agreement of December 1971 revalued Britain's currency upward against the dollar by approximately 8.5 percent (from $2.40 to $2.60 per pound). Heavy capital outflow in the first half of 1972, induced by speculation against sterling, precipitated the government's decision to allow sterling to float in June. Toward the end of 1972, sterling settled at around $2.35, which represented a depreciation of about 10 percent from the post-Smithsonian rate of $2.60 and was some 2 percent below the pre-Smithsonian parity. By mid-1973, however, the floating pound had moved up against the dollar close to the post-Smithsonian rate, presenting U.S. exporters with an appreciable competitive advantage in the United Kingdom market.

Substantial advantage

U.S. products enjoy a very substantial competitive advantage vis-a-vis Japanese and continental European, especially German, goods offered on the U.K. market. Prospects for sales of American capital equipment, such as machinery and engineering products, have consequently brightened.

Pumps and compressors, which in some instances were priced up to 30 percent higher than similar products on the U.K. market, are now selling at par with or even slightly below foreign competition. Quotations for process plant equipment for petrochemical products have, for the first time in several years, become competitive with European and Japanese equipment.

Some types of American machines for the printing industry are now priced lower than the competition. Machine tools have also become competitive with Japanese and German products, if not with their British counterparts.

Revaluation of the yen has made American fabrics competitive. The outlook for imports of clothing from the United States has also improved. Among other consumer goods, American hardware, do-it-yourself items and household accessories appear more competitive than heretofore.

The British market is well worth cultivating; indeed, the present is more propitious than anytime in the past decade.

After years of sluggish growth, the British economy is now booming and British businessmen are highly optimistic. The quarterly survey of industrial trends released by the Confederation of British industry last month reports that in forecasting capital expenditure intentions for the next 12 months, 35 percent more firms than a year ago plan increased expenditures on plant and machinery.

U.S. Exporters Gain From Currency Shifts

United Kingdom

Major suppliers of manufactures	Currency change pre-Smithsonian to June 12, 1973 [1]
United States	— 6.8
Germany, F.R.	+30.8
Canada	— 5.9
France	+20.4
Sweden	+13.9
Netherlands	+22.0

[1] Percent change since April 1971 in local cost of supplier currency.

Most of the original U.S. Embassy reports on the implications for U.S. exports of the recent foreign exchange developments, on which these articles are based, will be listed in the July issue of the Index to Foreign Production and Commercial Reports. Using DIB numbers, readers may obtain the desired reports by writing to the Business Counseling Section, Domestic Field Programs Division, BIC, DIBA, U.S. Department of Commerce, Washington, D.C. 20230.

German Prospects Bright; Delivery Delays Can Hurt

The recent parity changes are expected to augment the already bright prospects for U.S. exports to Germany this year. The German economy is now in the midst of a strong upswing in its business cycle, accompanied by very rapid (by German standards) inflation. In the first quarter of 1973 German imports from the United States of non-defense items were 30 percent higher, in dollar terms, than in the same quarter of 1972 and are likely to continue to expand rapidly.

Apart from the stimulus generated by rapidly rising demand, how well American exports will fare will depend on a number of factors. The ability of American exporters to supply the German market is of great importance. Delays in delivery have sometimes damaged the U.S. competitive position.

U.S. Exporters Gain From Currency Shifts

Germany

Major suppliers of manufactures	Currency change pre-Smithsonian to June 12, 1973 [1]
United States	—28.7
France	— 8.0
Italy	—25.8
Belgium-Luxembourg	— 6.0
Netherlands	— 6.7
United Kingdom	—23.5

[1] *Percent change since April 1971 in local cost of supplier currency.*

The German Government has submitted a comprehensive anti-inflation program to the legislature. Even though investment will be affected as a result of an 11 percent investment tax and capital goods comprise a large segment of American exports to Germany, the American Embassy in Bonn does not believe the net effect will materially dampen United States export prospects.

The six American Consulates General and the United States Mission in Berlin conducted an extensive survey via questionnaires and direct contacts with firms. The objective was to identify those products for which an actual or expected increase in sales can be attributed directly to the currency changes. This implies that increases are a function either of decreased prices in marks, as devaluation is passed along, or of higher prices of competitors.

Since the tendency was to contact importers or distributors already established on the German market, new-to-market firms and products were largely overlooked. These are precisely the firms and products which stand to gain the most from devaluation, as goods that were heretofore priced out of the market suddenly become competitive.

Capital and industrial equipment or products which appear to have benefited significantly from the parity realignment include: a wide variety of products in the packing and packing machinery and materials line (wrapping machines, staplers, steel band strapping machines, etc.); business machines and systems and EDP and related equipment—United States medium sized computers are considered very competitive now; data transmission and telex equipment will do well; a wide variety of electrical measuring and testing equipment, as well as analytical and laboratory equipment — 12 importers, representing 46 American instrument manufacturers, reported no dollar price increases for 35 of the 46 manufacturers.

Many types of machinery appear more competitive: machine tools and accessories, although a few (the $50,000 to $100,000 range) have seen price rises more than offsetting the devaluation effect; construction machinery, such as

GERMAN BUYERS TAKE A CLOSER LOOK—*The currency shifts have made U.S. computers more competitive in Germany. Here, R. Hoffmaster, left, representing Storage Technology Corp., briefs visitors at a Frankfurt U.S. Trade Center show.*

excavators; pay loaders; pipe line tools; compressors; hydraulic couplings and filters, skimmers and parts; pumps and valves; automotive lifting cranes and tackle; and larger construction machinery, although benefits in this last area will be limited by non-price factors.

Price advantages for chemical and/or chemical by-products will be limited by the existence of many United States-owned producers in Europe, but the following should benefit: paints and varnish; raw materials and chemicals for the plastic industry; special foils and emulsions for photographic laboratories; abrasives; and industrial rubber products and rubber bands.

Improved prospects

Improved prospects are seen for auto and industrial air conditioning and refrigeration; some electronic products: e.g., nickel cadmium magnets and batteries; semi-conductors and integrated circuits; in the transportation field aerospace equipment sellers are very optimistic about the benefits from the devaluation. Also, motor passenger cars and spare parts are more competitive.

Other miscellaneous beneficiaries include large kitchen and hotel equipment; microfilm equipment; audio-visual instruments and equipment; postal meter and price labeling machines; hydraulic valves-cylinders and hydraulic elements; biomedical electronic instruments.

Consumer goods which should benefit directly from realignment include: synthetic textiles; cosmetics; various kinds of terry cloth products, bath sets, etc.; some cotton textile products, including textile soft goods and various other fabrics; sportswear; high-fidelity components and equipment; boats, yachts and boat motors; sports equipment, particularly golf articles; photographic film; frozen foods, especially turkey and poultry preparations, and baby foods.

Further U.S. Gains Likely In Spain

In February the Spanish Government decided to maintain the par value of the peseta in terms of gold, thereby effecting an 11.1 percent appreciation of the peseta against the dollar. Thus, theoretically, a Spanish importer using quotations from an unchanged American price list needed to pay only 58 pesetas for each dollar of merchandise, instead of 64.5 pesetas before the dollar devaluation. However, in order to prevent importers making windfall profits, orders placed prior to the dollar devaluation had to be paid for at the old rate. As a result, items benefiting from the reduced prices are now only beginning to come onto the market.

Billion dollar mark

In 1972 the rate of growth of Spanish imports from the United States was greater than that of any other large European country and the level of these imports passed the one billion dollar mark for the first time.

In general, the American Embassy in Madrid finds the situation mixed as regards the extent to which the currency realignment has been reflected in lower retail or final sales prices. Some major multinational firms and/or their distributors, as was the case after the 1971 devaluation, have indicated that they are not reducing Spanish prices inasmuch as their sourcing mix is such that lower U.S. prices have been counterbalanced by increases in the prices of items produced in Europe or Japan.

Importers, either local branches of American firms or exclusive distributors, who normally source their orders in the United States, have generally passed on all or most of the devaluation savings. Those not passing along the entire reduction nevertheless report improved sales as they are devoting their newly increased profit margins to greater marketing efforts.

Imports of American electromedical equipment, including x-ray and nuclear medicine equipment, are expected to increase sharply this year as a result of the devaluation and inflation in France and Germany. A major importer of surgical medical equipment expects American products to be able to compete on the Spanish market, especially against the formerly dominant Japanese, whose prices are now less attractive.

In the field of construction equipment, devaluation has been helpful in competition against European suppliers of small to medium sized equipment. As regards pumps, valves and compressors, the United States was already doing fairly well and should now improve. The Embassy was advised that a major local engineering firm placed a large order in the United States that previously would have been placed in Europe.

U.S. Sellers Now More Competitive In Italian Market

The currency realignment has significantly improved the U.S. competitive position in Italy's industrial sector. Although the floating of the lira since February has largely offset the dollar devaluation, American exporters still stand

U.S. Exporters Gain From Currency Shifts

Italy

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	— 3.9
Germany, F.R.	+34.8
France	+24.1
United Kingdom	+ 3.1
Belgium-Luxembourg	+26.7
Netherlands	+25.8

[1] *Percent change since April 1971 in local cost of supplier currency.*

NEW DEVELOPMENTS IN ITALY—*U.S. products are getting help from the parity changes. Above, Italian visitors inspect the latest U.S. machinery at an Apparel Equipment show which was held in March at the Milan U.S. Trade Center.*

to benefit from the increased prices of foreign competitors and from rapidly rising Italian prices.

Although U.S. prices of business machines have increased since August 1971, prices of competitive German and Japanese business machines have risen faster, and the price of Italian models has gone up even more. Nevertheless, some Japanese business machines still undersell German and American machines.

A similar situation prevails with regard to optical equipment, where U.S. products are now competitive vis-a-vis German and Italian products but remain more expensive in comparison with similar Japanese equipment.

Able to compete

The competitiveness of U.S. products in the field of aircraft, nautical and navigational equipment has improved. In view of contemplated programs to expand Italian aviation, business circles regard the prospects for expanded sales of related U.S. products as favorable. American printing equipment has also become more competitive. For the first time in years, many U.S. consumer goods, such as U.S. garden supply equipment, are able to compete in the Italian market.

In 1972, despite an increase of 4 percent in Italian imports from the United States, our share of the Italian import market declined from 9 percent to 8.3 percent.

Currency Changes Aid Sales To Netherlands

The recent devaluation of the U.S. dollar, together with related monetary developments, is expected to give an added boost to U.S. manufactured exports to the Netherlands.

In February the Netherlands decided to maintain the existing relationship between the guilder and gold/Special Drawing Rights. The effect of the new exchange relationships naturally will vary considerably from industry to industry and must be viewed in the context of local economic factors, but the tentative opinion of the U.S. Embassy in The Hague is that the currency changes have helped a sizable number of U.S. manufacturers to hold or improve their competitive positions.

A few products, such as electrical appliances and do-it-yourself power and hand tools are believed to have regained competitive positions and their sales outlook is now considered attractive. Reduced prices of diesel engines and other automotive equipment and materials handling equipment, particularly electric fork lifts, are expected to spur sales. All Dutch importers contacted are passing through 60 to 80 percent of the exchange rate change to the final buyer, as are most local subsidiaries of U.S. firms. Multinationals who manufacture extensively in Europe have decided to shift some production back to the United States or to drop plans to expand in Europe.

Nevertheless, many U.S. goods remain non-competitive in price, including a majority of U.S. consumer items, and those which sell do so only by virtue of superior quality. In addition, the bulk of U.S. exports to the Netherlands, such as aircraft, computers and agricultural commodities, is not very price elastic.

In the consumer goods field the devaluation, plus aggresive marketing, could improve sales; this is particularly true for American clothes.

U.S. Exporters Gain From Currency Shifts

Netherlands

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	−23.6
Germany, F.R.	+ 7.2
Belgium-Luxembourg	+ 0.8
France	− 1.3
United Kingdom	−18.0
Italy	−20.5

[1] *Percent change since April 1971 in local cost of supplier currency.*

Better Salesmanship Could Pay In Sweden

The two dollar devaluations have placed American goods in an excellent position in Sweden. However, actual increases in sales may require an improvement in the way U.S. suppliers cultivate the Swedish market, according to the U.S. Embassy in Stockholm.

Since Feb. 1, the Swedish krona has been revalued by about 7.5 percent against the dollar. It was, in effect, devalued against the German mark by 7 percent and has been on par with sterling. These margins increase, of course, if comparisons are made with pre-Smithsonian rates.

Swedish imports of both investment and consumer goods are expected to increase strongly this year, offering promising opportunities for American suppliers. Most U.S. exporters, however, do not appear to be taking full advantage of the new opportunities. In 1972 the U.S. share of the Swedish import market declined to 7.2 percent from 8 percent in 1971.

Many Swedish agents and distributors maintain that their American principals used to insist on excessively low mark-ups, apparently because they were unaware of the high costs of doing business in Sweden. Now, since most agents have not lowered their krona prices and dollar prices of American exports have largely been maintained, a more attractive profit is available to agents.

Swedish distributors of EDP equipment, semi-conductors, process control instruments and electronic components report that local prices of American products have held firm and benefited from the rises in prices of German, Swiss and Japanese products. Krona prices have also been unchanged for American paper products, self-adhesive acetates and rubber cement.

The "Made in U.S.A." label still enjoys prestige in Sweden and American sales could increase if U.S. suppliers exploit the benefits from devaluation.

U.S. Exporters Gain From Currency Shifts

Sweden

Major suppliers of manufactures	Currency change pre-Smithsonian to June 12, 1973 [1]
United States	−18.2
Germany, F.R.	+14.8
United Kingdom	−12.2
Denmark	+ 5.1
Norway	+ 5.4
France	+ 5.6

[1] *Percent change since April 1971 in local cost of supplier currency.*

French Buyers Are Attracted By Lower U.S. Prices

The American Embassy in Paris reports a more positive feeling now than a year ago that currency realignment will substantially aid a significant portion of American exports to France. In general, the lower costs for products from the United States that are price sensitive is being passed on, in whole or in part, to French buyers.

Some consumer goods which hitherto have been priced too high for ready sale may now be more attractive. For example, power lawn mowers; "youth" fabrics, notably blue denim; sporting goods, including pleasure boats, riding equipment and hunting and fishing equipment; and hardware for the home craftsman. Some white goods may also come within buying range.

Most lines of office equipment, including electronic calculators, will now be in a much better position, particularly in relation to Japanese products. Demand should also increase for almost all types of security devices, which until now have been priced on the high side of the market. Audio-visual hardware and software are now of greater interest to distributors.

U.S. Exporters Gain From Currency Shifts

France

Major suppliers of manufactures	Currency change pre-Smithsonian to June 12, 1973 [1]
United States	−22.6
Germany, F.R.	+ 8.6
Belgium-Luxembourg	+ 2.1
Italy	−19.4
Netherlands	+ 1.3
United Kingdom	−16.9

[1] *Percent change since April 1971 in local cost of supplier currency.*

The overall outlook for hotel and restaurant equipment has improved, especially for institutional cooking equipment, including micro-wave ovens, as well as vacuum cleaning equipment and all types of self-service units.

The best gains in electronic data processing and communications equipment may be in highly competitive peripheral equipment and in various data communications devices, many of which until now have been attractive for quality and innovation but not for price.

Industrial pumps, valves, compressors, blowers and dryers now have a real advantage in the French market and in competition with French products in those African and Middle Eastern markets where the tariff on United States and EEC goods is the same.

In aviation electronics, both airborne and airport, the outlook is materially improved not only in France but in third countries where the United States, France and the United Kingdom are the principal competitors.

With regard to the multinational firms, a noteworthy development is the effect of devaluation on sourcing and production plans. The prospect is for more purchases in the United States, especially for mechanical equipment, and new hard looks at plans to produce in Europe or to enlarge existing facilities.

Realignment Helps Make More Products Attractive In Belgium

Belgian imports from the United States suffered a sharp decline in 1971 and a modest decrease in 1972. Despite this disappointing record, the American Embassy in Brussels reports that the combination of the various foreign exchange developments, the expected 4-5 percent real growth of the Belgian economy and relatively rapid inflation make the Belgian market very attractive for American exporters — new and old, large and small.

From 1949 until the December 1971 currency realignment one U.S. dollar was equal to 50 Belgian francs. The post-Smithsonian rate of 45 francs to the dollar declined to 40 francs in February 1973 and recently floated as low as 37 francs to the dollar.

U.S. Exporters Gain From Currency Shifts

Belgium-Lux.

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	—24.2
Germany, F.R.	+ 6.4
France	— 2.1
Netherlands	— 0.8
United Kingdom	—18.6
Italy	—21.1

[1] *Percent change since April 1971 in local cost of supplier currency.*

Belgian retail prices of consumer goods have already shown some response to the dollar devaluation, but there have been few actual price markdowns. Presumably retail prices have risen less rapidly than they would otherwise have done.

Belgian subsidiaries of some U.S. firms are reexamining their U.S. product lines to see whether lower prices now make American-made products competitive. The numerous U.S.-owned multinationals located in Belgium are studying their import programs with a view to increased American sourcing.

However, additional U.S. direct investment may not be inhibited by the devaluations. If American investors make substantial capital contributions in kind in the form of American machinery, know-how, etc., this reduces the total cost of new investment or expansion.

Steep Revaluation Gives U.S. Boost In Switzerland

Two devaluations of the dollar, combined with the revaluation and then the float of the Swiss franc, add up to a great potential improvement in the U.S. competitive position in Switzerland. Since the beginning of 1973 the franc has floated to the point where the revaluation against the dollar approximates 25 percent.

For over two years the Swiss economy has been characterized by strong domestic demand and serious inflation. Despite various anti-inflationary measures by the Swiss Government, the inflationary spiral has continued, in part because of the shortage of labor. As one element in the government's program, Swiss authorities have been urging U.S. subsidiaries and Swiss agents and distributors to pass on to customers the full benefits of dollar devaluation. Reductions in franc prices have in fact taken place for a significant portion of U.S. exports, especially industrial goods.

The various parity changes have made many types of American capital equipment competitive to the point where some Swiss firms are specifying goods of U.S. origin. Price reductions have been observed for construction machinery, machine tools, printing equipment and machinery, and medical and laboratory equipment and instruments.

The dollar price of large American aircraft is unchanged, with the result that Swissair finds such planes about 25 percent cheaper. As for small aircraft, although some U.S. manufacturers have not held the price line, most are still cheaper than before devaluation and offer tough competition to third-country suppliers.

The leading producers of computers and related equipment have lowered sales and leasing prices. However, local agents handling electronic components are not passing on the lower franc costs.

Other product lines enjoying improved competitiveness include office equipment, pumps and valves, aluminum and film products.

Chemical prices were reduced shortly after February but subsequent dollar price increases wiped out the advantage.

U.S. Exporters Gain From Currency Shifts

Switzerland

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	—29.8
Germany, F.R.	— 1.5
France	— 9.4
United Kingdom	—24.7
Italy	—27.0
Austria	—11.0

[1] *Percent change since April 1971 in local cost of supplier currency.*

Devaluation has had a considerably less positive effect on consumer items, except for automobiles. Despite the long-standing handicaps on demand for American cars, representatives of the major American manufacturers expect sales increases this year.

In spite of these encouraging findings, the American Embassy in Bern has cautioned that many nonprice factors remain important to the American marketing effort. Sales often suffer because of the lack of after-sales service, the unreliability of supplies from the United States and tough credit terms.

Yen, Mark Shifts Help In Canada

Since June 1970, when the Canadian dollar was unpegged from its 92.5 cent parity with the U.S. dollar, it has floated as high as U.S. $1.02 and has been roughly at par for the past six months.

With the Canadian dollar continuing to float in a close relationship with the U.S. dollar, recent exchange rate changes have not affected the competitiveness of U.S. exports with Canadian products in Canadian and third country markets. However, appreciation of the yen, mark and certain other European currencies has somewhat strengthened the U.S. position vis-a-vis third country goods in the Canadian market. As evidence of this, the U.S. share of Canadian imports for the first quarter 1973 rose to 68.5 percent from 66.8 percent in the same period of 1972.

U.S. Exporters Gain From Currency Shifts

Canada

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	— 0.9
Japan	+35.0
United Kingdom	+ 6.3
Germany, F.R.	+39.0
France	+27.9
Italy	+ 3.1

[1] *Percent change since April 1971 in local cost of supplier currency.*

The currency realignment may gradually contribute to some moderation in the rapid growth of Canadian imports from Japan, which rose 40 percent in 1972 to $1.1 billion, 6 percent of total imports. Declines are anticipated in imports of Japanese machinery, steel and canned foodstuffs. Japanese exporters of textile and electronic components are also facing more competition.

U.S. and Canadian goods will continue to compete mainly in terms of prices and costs, with inflation factors in both countries of primary importance. The most recent forecast by the Economic Council of Canada indicates real growth of 6.8 and 5.5 percent for 1973 and 1974, respectively. The GNP deflator is estimated by the Council at 5.0 percent and 4.1 percent for the same periods.

The U.S. ability to restrain inflation will be a critical factor in maintaining our competitive position in Canada and in meeting Canadian competition in third country markets.

Israel: Position Better, Salesmanship Weak

Since the Israeli pound is tied to the dollar, the currency realignments have not lowered prices of American goods in Israel. However, prices of revaluing or non-devaluing countries have risen, favorably affecting the U.S. competitive position.

In some product lines, particularly household appliances, these changes have erased or even reversed the price disadvantage previously borne by American goods; in other cases the American disadvantage has at least been reduced. A few American exporters (a minority) have effected price increases which offset the advantage gained through devaluation.

The American Embassy in Tel Aviv has detected an increase in the number of inquiries for American products received from local businessmen.

In some product lines, notably automobiles, household appliances and consumer goods in general, and photographic supplies, increased sales have been noted since devaluation.

The consensus of businessmen and the Embassy is that the principal impediment to U.S. exports is still disinterest and lack of experience on the part of potential U.S. exporters. Aggravating factors are differential ocean freight rates and the European Common Market tariff preferences.

Impact In Argentina Difficult To Estimate

With a new government in charge in Argentina and overall economic policies still undefined, it is difficult to estimate the extent to which the effects of devaluation will influence Argentina's imports. In general, the ability of the United States to meet foreign competition is enhanced and expensive industrial goods are expected to benefit the most.

Prices of U.S. merchandise were often so much higher prior to the dollar devaluation that the margin favoring Japanese and Italians in the Argentine market has only been partially shaved. Italian competition is very significant and the small appreciation of the lira against the dollar appears to have helped the Italians in competition against other non-U.S. suppliers. In order to remain competitive, certain importers of Japanese products have kept the rise in their prices to only about one third of the yen revaluation.

Stronger Selling Can Halt Slide In Mexico

In 1972 Mexico purchased approximately 60 percent of its total imports from the United States. The U.S. market share has fallen slightly but consistently each year for the past decade. This is partially due to the conscious policy of the Echeverria administration to diversify Mexico's foreign market and to reduce Mexico's dependence on the United States.

The recent currency revaluations give U.S. businessmen the opportunity to halt or reverse this slow trend toward a gradual percentage reduction in the U.S. share of the Mexican market, but converting the opportunity into reality will require aggressive marketing and development of financing packages which are competitive in terms of repayment periods and interest charges.

Increasingly effective marketing in Mexico by Japan, West Germany, and other industrialized countries tends to counterbalance the relatively improved U.S. price. These countries appear to be absorbing a significant amount of the effect of revaluation on prices, and are offering ever more attractive financing packages.

On the other hand, the United States still has an advantage over competitors in terms of rapid delivery of equipment and replacement parts, given favorable geography and transportation, long Mexican exposure to U.S. products, and a widespread familiarity with English in Mexico and parallel Spanish language facility by many U.S. businessmen.

U.S. exporters of capital goods, especially those in strong competition with European and Japanese suppliers, should find their relative position enhanced. These include equipment for petroleum and petrochemical facilities, power generation and transmission, heavy construction machinery, textile machinery, and pulp and paper machinery. Areas in which we have faced very strong competition in the past, such as microwave and satellite communication networks and air-traffic controls, might now be a new field for enterprising salesmen.

Results In Venezuela Are Inconclusive So Far

No significant increases in U.S. exports to Venezuela have occurred as a result of the recent exchange-rate adjustments, according to numerous importers and end-users consulted by the American Embassy in Caracas.

The Venezuelan bolivar was revalued upward by 2.3 percent in relation to the U.S. dollar on Feb. 18. The effects of this revaluation have not been passed along to Venezuelan purchasers in the form of lower prices on U.S.-produced goods. This generalization is apparently true for products handled by local subsidiaries as well as for those handled by local agents. Most sources state that final prices to the Venezuelan purchaser on products from Europe and Japan have risen between 10 percent and 15 percent since Jan. 1, but that rising prices on goods from the United States and the inability of U.S. companies to fill new orders have impeded a shift to American sources of supply.

Uncertainties surrounding implementation of the Venezuelan tariff system, which was converted from specific to ad valorem duties on May 1, and the purchasing rush of late 1972 and early 1973 to beat the new tariff have swamped any price effects resulting from the exchange rate realignments.

Japan's Imports May Rise 40 Percent; Rate Changes Are Added Stimulus

The Japanese economy continues to grow at a high rate.

With investment reviving and consumer spending buoyant, real GNP growth in calendar 1973 may exceed 12 percent and import growth is forecast at 40 percent. The combined exchange rate changes are expected to have a generally positive effect on U.S. exports to Japan.

Additional factors

Several Japanese economic developments, including wage increases, and various actions by the Japanese Government, such as commodity tax and tariff reductions, are also helping to make American goods more competitive in the Japanese market.

Although it appears that prices of American goods that are sold on the basis of performance and technology or in small volume are unchanged, prices of capital goods facing competition have reflected the currency changes. This is true for machine tools, where prospects are enhanced by a backlog of orders for tools of Japanese manufacture.

Among other U.S. equipment selling well are printing and bookbinding equipment, testing and measuring equipment, computers and electronic capital goods and components. In the case of the latter, including integrated circuits, the fact that these items are in short supply in Japan is more important than price considerations. Little or no effect was noted for industrial raw materials.

As for consumer goods

As for consumer goods, price reductions resulting from revaluation were observed for household electrical appliances, pen and pencil sets and some liquor and confectionary items. Price decreases were also identified for U.S. golf clubs, men's casual wear, polaroid-type cameras and specialized film. In some cases where prices have been maintained, importers have reported that the increased profit margins would be channeled into greater marketing activity.

Many U.S. multinational firms are considering shifting their sourcing from Japan to other Far East countries and to the United States because of increased production costs in Japan resulting partly from the currency realignment.

U.S. Exporters Gain From Currency Shifts

Japan

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	—26.6
Germany, F.R.	+ 3.0
United Kingdom	—21.3
Switzerland	+ 4.6
France	— 5.2
Australia	— 7.2

[1] *Percent change since April 1971 in local cost of supplier currency.*

Growth, Revaluations Brighten Prospects For U.S. In Taiwan

Led by gains in exports, the Taiwan economy is continuing to expand at a rapid rate. In 1973 real GNP is expected to equal or even surpass the 11 percent rate achieved last year.

In February the Government of the Republic of China devalued the new Taiwan dollar against gold by 5.26 percent, but revalued it against the U.S. dollar by 5 percent.

Taking both the December 1971 and the February 1973 currency changes into account, American exporters to Taiwan can now enjoy a price revaluation in their favor of 35 percent compared with Japanese exports and 20 percent compared with exports from Germany.

Greatest impact

These revaluations are expected to have their greatest impact on imports of intermediate goods and capital equipment, which have in the past been supplied primarily by the Japanese and, to a lesser extent, by Europeans. Among products that now enjoy a more competitive position are synthetic fibers and filaments, many chemicals, iron and steel products, electronic components and some types of machinery and industrial equipment.

Taiwan has a sizable trade surplus with the United States and with Europe. The Government is encouraging purchases of American and European products. If American suppliers take the initiative and are flexible in their terms of sale, like the Germans who have become more aggressive in exploiting the new opportunities in the Taiwan market, their efforts will be rewarded.

With many government projects now being undertaken to expand Taiwan's infrastructure and industrial base, sales opportunities are especially promising for equipment for the following industries: power, petroleum refining, petrochemicals, rail transportation and telecommunications.

Positive Effects Seen In Singapore

The economy of Singapore is unusual. It is so competitive that the effects of devaluation showed up promptly.

Singapore maintained the parity of its currency through both devaluations. In 1972 Singapore's imports from the United States increased by nearly one third and boosted our market share from 12.7 percent in 1971 to 14 percent.

While factors other than devaluation were at work, particularly U.S. investment, the currency realignments made it easier to meet the foreign competition, which is predominantly Japanese. Local prices of many Japanese goods have increased appreciably.

Foreign exchange savings have been passed on to retailers or end-users in cases where the United States already enjoys a competitive and qualitative edge, such as heavy equipment, appliances, office equipment and certain textiles. This is particularly true where the U.S. manufacturer's representative is located in Singapore and has a vested interest in expanding his share of the market.

Most American heavy equipment companies selling into the Singapore market manufacture abroad as well as in the United States, and several companies are reported to be studying their sourcing policies. One company manufacturing in Europe is shifting certain of its product lines to the United States.

However, evidence is still insufficient to form a generalization about sourcing and since readjustment on the part of these companies will take some time, relative inflation rates will play an important role.

In several heavy equipment lines U.S. products now have an advantage in price as well as quality. These include loaders, fork lifts, crawlers, truck mounted hydraulic cranes and large ditchers.

Among other items that should now do better are electric hand tools, power centrifugal pumps, valves, welding fittings, copper wire accessories and air conditioners.

Even in the highly competitive area of textiles the outlook may be improving. Shirtings, sheets, towels and denims are competitive but importers have difficulty filling orders. Some outer garments with a style advantage are now sufficiently within the range of cheaper competitors to merit consideration by consumers.

Recent Realignment Felt In Korea; New Boom Also A Factor

The slowdown in Korean economic activity has ended and real GNP growth is estimated at 9.5 percent for 1973 compared with 7.1 percent in 1972. The balance of payments is expected to improve and the Economic Planning Board expects imports to increase by 20.5 percent, a marked gain over the 5.4 percent registered in 1972. The won-dollar exchange rate has been kept stable since June 1972.

The American Embassy in Seoul is of the opinion that the February 1973 currency realignment has had a greater impact on U.S. exports to Korea than the earlier international monetary developments.

The overall competitive position of U.S. products vis-a-vis other foreign goods is materially improved.

After the first yen revaluation Japanese traders reportedly maintained their dollar prices, in effect lowering the yen prices on many

products. This practice, together with other factors, enabled Japan to maintain its share of the Korean import market at about 40 percent in 1972. The U.S. share declined from 28.3 percent in 1971 to 25.7 percent.

Since the February 1973 realignment most Japanese have not succeeded in maintaining their list prices. Those who have, no longer give the 20 percent discount that was common prior to February.

In industrial equipment Germany, Britain, and Italy are strong competitors in the Korean market.

The United States is now competitive on larger items such as cranes, printing presses, and textile machinery. Heat induction machines, grinding machines, and lathes, although still more expensive than other foreign models, are now in a much better position since they are no longer considered "too expensive," taking their superior quality into account.

U.S. scientific and medical instruments, marine engines and shipboard equipment are benefitting significantly from the exchange rate adjustments, and so is testing equipment, which has enjoyed a good reputation among companies requiring precision and reliability. Specialty chemicals and feed stock are now much cheaper than competitors' products.

The ready availability of U.S. Export-Import Bank credits from seven Korean banks has further enhanced the competitive position of U.S. goods. In addition, the Korean Government is actively encouraging its businessmen to buy American in a move to redress the trade imbalance and perhaps in the hope of heading off protectionist sentiment in the United States regarding Korean goods.

Korean development of heavy and chemical industries offers opportunities for sales of plants. Shipbuilding and cement are two other industries with comparable opportunities.

Long Buy Cycles Hide Devaluation Gains In Australia

Australia now presents American exporters with better sales opportunities than ever before, thanks to a resurgent local economy and the advantageous exchange rate situation. The new Australian-American dollar relationship should help prevent further erosion in the U.S. share of the Australian market, which amounts to 20 percent on imports from the United States of slightly over $1 billion annually.

On Dec. 23, 1972 Australia took the unprecedented step of revaluing its currency. The Australian dollar was appreciated 7.05 percent in order to bring Australia's current account into equilibrium. As a result of the February international realignments, Australia in effect appreciated its currency another 10 percent against the U.S. dollar, bringing the total appreciation since December 1971 to approximately 24 percent.

U.S. Exporters Gain From Currency Shifts

Australia

Major suppliers of manufactures	*Currency change pre-Smithsonian to June 12, 1973* [1]
United States	−20.9
United Kingdom	−15.2
Japan	+ 7.7
Germany, F.R.	+10.9
Canada	−20.2
Italy	−17.7

[1] *Percent change since April 1971 in local cost of supplier currency.*

Informal surveys by the U.S. Embassy in Canberra indicate that most price effects of the currency changes are expected rather than already visible. In the capital goods area, this may reflect the long purchasing cycle. As regards consumer goods, although the only product visibly affected is textiles, a sharp upswing has occurred in inquiries for many other items.

If American businessmen seek out former Australian customers, they are likely to find renewed interest. Although competition from other countries remains strong, opportunities for profitable new business surely exist.

Some Gains Nullified In Hong Kong Market

Demand in Hong Kong for U.S. products will continue to be strong as a result of the currency realignment and the dynamic nature of the local economy, which expanded at the rate of 17 percent in 1972 and is expected to continue that growth this year. In February the Hong Kong Government decided to maintain the International Monetary Fund parity of the Hong Kong dollar, thereby reducing Hong Kong import prices from the United States by 10 percent.

Unfortunately, it appears that a number of factors have served to nullify this potential advantage. According to the Consulate General of the United States, most importers have not reduced local prices for American goods. Many U.S. manufacturers have increased their prices to compensate for increasing costs of production or to take advantage of strong world demand.

Nevertheless, several product lines appear to be benefitting from the U.S. dollar devaluation, particularly in cases where U.S. price increases are less than those of competitors. Price reductions have been observed for raw film stock, semiconductors, tobacco products, some outboard motors, audio equipment, shirts and diesel motors.

The fact that, seen from Hong Kong, American products are in tight supply, has so far inhibited the contribution that devaluation can make to an expansion of American exports to Hong Kong. However, when a buyer's market returns, U.S. goods will be in better position to compete.

U.S. Competitive Position Aided By Currency Shifts

Currency changes since April 1971 have resulted in an average reduction of 8.2 percent in the cost of U.S. dollars to foreign importers and an increase of 14.2 percent in the cost of foreign currencies to U.S. importers. More than half of these changes have occurred since the Smithsonian Agreement rates went into effect, and were mainly the result of the second U.S. devaluation in February of this year and subsequent shifts in rates between the U.S. dollar and other currencies.

The most significant currency changes for U.S. traders took place between the U.S. dollar and the Japanese yen and the German mark. Both countries are large suppliers of U.S. imports and major competitors in world markets. The biggest individual currency shift vis-a-vis the dollar occurred with the Swiss franc, but our trade with Switzerland is small relative to that with the other two countries.

These results emerge from a new computer-based model developed by the International Trade Analysis Staff of the Bureau of International Commerce. The table on this page reproduces part of the latest report from that model. The model is designed to calculate percentage changes in the currency values of 87 countries and a trade-weighted average for three separate time periods. The beginning date of April 1971 — referred to in the table as pre-Smithsonian — was chosen because it preceded the major world currency shifts which began the following month. The terminal points are Dec. 18, 1971, the date of the Smithsonian Agreement, and June 12, 1973, the last day for which data were available before press time. Official rates are utilized for most countries; currencies which are now floating are entered at their New York spot rate for June 12. The model is updated and re-run periodically.

The first line of the accompanying table shows the average change in exchange rates for 87 countries, which account for about 95 percent of U.S. trade. Shifts in each currency are weighted by the country's share in U.S. imports or exports last year. Changes in the dollar cost of a particular foreign currency are of primary interest to the American importer since they help to determine his total costs and, hence, his profit margin. For this reason, import-based weights are utilized to show the changes in costs to U.S. importers. The foreign buyer of U.S. products, on the other hand, is mainly concerned with how much more or less he has to pay in his own currency for the U.S. dollar. Thus, each country's share in U.S. exports is used for weighting the different foreign currencies.

The table also shows average changes in exchange rates for the 14 major industrial countries combined, weighted on the basis of their share in U.S. imports or exports of manufactured products in 1972, and individual changes in these rates.

The currency rate changes shown in the table did not necessarily result in changes of the same magnitude in the actual prices of goods moving in U.S. trade. Some foreign sellers may have decided for competitive reasons to absorb part of the added costs associated with the rate shifts so that the actual cost to the U.S. importer did not increase by the full amount. With regard to prices of U.S. exports, American sellers may have chosen not to pass through to their buyers the entire savings resulting from the exchange rate change. Obviously, many factors in addition to shifts in currency rates influence the pricing decisions of traders. Chief among these are cyclical conditions in particular markets, market shares, profit objectives, and evaluation of possible counteraction by other suppliers.

Changing Currency Picture Since April 1971

Country	Pre-Smithsonian to Smithsonian (Apr. '71-Dec. '71)		Smithsonian to present (Dec. '71-June 12, '73)		Pre-Smithsonian to present (Apr. '71-June 12, '73)	
	Cost to U.S. importer	*Cost to importer of U.S. products*	*Cost to U.S. importer*	*Cost to importer of U.S. products*	*Cost to U.S. importer*	*Cost to importer of U.S. products*
	Percentage changes in exchange rates					
Weighted average of 87 countries [1]	+ 6.0	— 4.0	+ 7.2	— 4.9	+14.2	— 8.2
Weighted average of 14 industrial countries [2]	+11.0	— 6.9	+12.2	— 7.7	+25.0	—13.8
Australia	+ 8.6	— 7.9	+16.5	—14.2	+26.5	—20.9
Austria	+11.6	—10.4	+13.6	—12.0	+26.8	—21.1
Belgium	+11.5	—10.4	+18.2	—15.4	+31.9	—24.2
Canada	+ 0.8	— 0.8	+ 0.1	— 0.1	+ 0.9	— 0.9
Denmark	+ 7.5	— 7.0	+19.5	—16.3	+28.4	—22.1
France	+ 8.6	— 7.9	+18.9	—15.9	+29.1	—22.6
Germany, Fed. Rep.	+13.6	—12.0	+23.5	—19.1	+40.3	—28.7
Italy	+ 7.5	— 7.0	— 3.2	+ 3.3	+ 4.1	— 3.9
Japan	+16.9	—14.4	+16.6	—14.2	+36.2	—26.6
Netherlands	+11.6	—10.4	+17.3	—14.8	+30.9	—23.6
Norway	+ 7.5	— 7.0	+19.8	—16.5	+28.8	—22.4
Sweden	+ 7.5	— 7.0	+13.7	—12.1	+22.2	—18.2
Switzerland	+13.9	—12.2	+25.1	—20.1	+42.5	—29.8
United Kingdom	+ 8.6	— 7.9	— 1.2	+ 1.2	+ 7.3	— 6.8

[1] *Weights based on the values of 1972 U.S. foreign trade with individual countries.*
[2] *Weights based on the values of 1972 U.S. foreign trade in manufactures with the 14 countries.*

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Export Controls on Agricultural Products: President Nixon has announced that a new system for export controls on food products is needed. Toward this end, all exporters were to notify the Secretary of Commerce by June 20 of all orders for export of grains, soybeans, and products thereof as of June 13, 1973, and notification must be made weekly thereafter. Steps will be taken to reduce Government-supported exports of foods. Congress is being asked to amend the Economic Stabilization Act to authorize the President to limit exports under less restrictive conditions. The export control authority will be used if necessary to restrain exports sufficiently to bring domestic prices of feed down to levels consistent with the present prices of meats and other animal products. (See story, Page 7.)

CONGRESS

Committee Action: The Senate Commerce Committee's Subcommittee on Foreign Commerce and Tourism held hearings June 7 and 8 on S. 1483-1488 and S. 1007, bills proposing expansion of U.S. export programs.

The Senate Committee on Banking, Housing and Urban Affairs on June 4 reported S. 1636, to make the Council on International Economic Policy a permanent part of the Executive Office of the President, with an amendment to provide for Senate confirmation of the Council's Director; it was then referred to the Senate Committees on Finance and Foreign Relations. On June 13 the Committee on Finance ordered the bill favorably reported.

The House Committee on Ways and Means on June 5 met in executive session and ordered reported favorably to the House the following bills: H.R. 8215, to provide for the suspension of duty on certain copying shoe lathes until the close of June 30, 1976; H.R. 2323 amended, to continue until the close of June 30, 1974, the suspension of duties on certain forms of copper; H.R. 2261, to continue for a temporary period the existing suspension of duty on certain istle; H.R. 3630 amended, to extend for 3 years the period during which certain dyeing and tanning materials may be imported free of duty; H.R. 6394 amended, to suspend the duty on caprolactam monomer in water solution until the close of Dec. 31, 1973; H.R. 2324, to continue until the close of June 30, 1975, the existing suspension of duties for metal scrap; H.R. 6676 amended, relating to the dutiable status of manganese ore, and manganiferous iron ore; and H.R. 8217, to exempt from duty certain equipment and repairs for vessels operated by or for any agency of the United States where entries were made in connection with vessels arriving before Jan. 5, 1971.

The Ways and Means Committee continued hearings on H.R. 6767, the Trade Reform Act of 1973 proposed by the Administration. Since the last report in the Official Trade Briefs column (*Commerce Today*, May 28), testimony has been given by the following witnesses:

May 21: Fletcher L. Byrom, Manufacturing Chemists Assn.; Harold C. Whittemore and Robert C. Barnard, Synthetic Organic Chemical Manufacturers Assn., and on behalf of Dry Color Manufacturers Assn.; Eugene L. Stewart, Ad Hoc Committee on United States Dyestuff Producers; William F. Christopher, Society of the Plastic Industry; Dr. Horace J. DePodwin and David C. Murchison, Ceramic Tile Manufacturers of the United States; George P. Byrne, Jr., Alumina Ceramic Manufacturers Assn.; William H. Hannon, Bicycle Manufacturers Assn.; Carroll Warrell, Cycle Parts and Accessories Assn.

May 22: E. Douglas Kenna and Matthew P. Landers, International Taxation Subcommittee, National Association of Manufacturers; Ronnie J. Straw, Communications Workers of America; Eugene L. Stewart, Trade Relations Council of the United States; John R. Greenlee, The Tax Council; Alfred Maskid and Thomas H. Boggs, Jr., American Maritime Assn.; O. William Moody, Jr., Maritime Trades Department (AFL-CIO); Thomas H. Boggs, Jr. and Bart S. Fisher, on behalf of International Marine Expositions, Inc., and Glastron Boat Co.; Philip B. Hoffman, Port Authority of New York and New Jersey.

May 23: Irving Lipkowitz, Aluminum Assn.; Peter E. Marble, American National Cattlemen's Assn.; Robert G. Lewis, National Farmers Union; E. Thurman Gaskill, Robbin Johnson and Robert Book, U.S. Feed Grains Council; Robert N. Hampton, National Council of Farmer Cooperatives; B. H. Jones, National Livestock Feeders Assn.; John H. Frazier, Jr. and Samuel H. Sabin, National Grain and Feed Assn.; Joseph Halow, Great Plains Wheat, Inc.

May 24: Fred W. Peel, American Mining Congress; M. J. Mighdoll and Edward L. Merrigan, National Association of Secondary Material Industries; Fred C. Kroft, Jr., Union Carbide Corp.; John W. Hall, Jr., Texasgulf, Inc.; Dr. Herschel

Cutler, Institute of Scrap Iron and Steel; Charles R. Carlisle, Lead-Zinc Producers Committee; Richard J. Bauer, Independent Zinc Alloyers Assn.; E. Keller Fox for David Laine, American Die Casting Institute; Robert J. Wardell, Copper & Brass Fabricators Council; C. Gordon Murphy, Cerro Corp.; J. W. Wright, Ethyl Corp.; John LeRoy, Indussa Corp.; Dennis Taylor, C. Tennant Sons & Co.

May 29: Lucy Wilson Benson, League of Women Voters of the United States; Stanley Goodman, National Retail Merchants Assn.; Jefferson Peyser, Wine Institute; Wallace E. Anderson, American Importers Assn., Machine Tool Group; William E. Hardman, National Tool, Die and Precision Machining Assn.; Peter Jones, American Retail Federation; Eugene L. Stewart, Pulp and Paper Machinery Manufacturers' Assn.; C. E. Harwood, Anti-Friction Bearing Manufacturers Assn.; Robert McLellan, Mid-American Council for International Economic Policy; Bernard H. Falk, National Electrical Manufacturers Assn.; James P. Charles, National Office Machine Dealers Assn.; Peter F. McCloskey and Vico E. Henriques, Computer and Business Equipment Manufacturers Assn.; Thomas A. Hood, National Association of Marble Producers; Malcolm Swenson, National Building Granite Quarries Assn.; Don Halsell, Brick Institute of Texas; Robert M. Bartell, Liberty Lobby; Robert Trauner, American Watch Assn.; Edward T. Carmody, Timex Corp.; V. K. Kiam II, Benrus Corp.; David Packard, Western Electronic Manufacturers Assn.; Dr. C. Lester Hogan, Fairchild Camera & Instrument Corp.; Robert N. Noyce, California Semiconductor Manufacturers; V. J. Adduci, Electronic Industries Assn.

May 31: James W. McSwiney, Judson Hannigan, E. A. Locke, Jr., and Dr. Irene W. Meister, American Paper Institute; Malcolm R. Lovell, Jr., A. J. Ashe and Robert Charlotte, Rubber Manufacturers Assn.; C. Richard Hughes, Frank E. McCarthy and John Russell, National Automobile Dealers Assn.; Malcolm S. Pray, Jr., Robert M. McElwaine and Thomas H. Boggs, Jr., American Imported Automobile Dealers Assn.; Ralph T. Millet and John B. Rehm, Automobile Importers of America; H. Peter Guttmann, Consulting Engineers Council of the United States; Arthur C. Kreutzer, National LP-Gas Assn.; John L. Gillis, Monsanto Co.; Henry Katz, Engelhard Minerals & Chemicals Corp.; George P. Tateosian, General Cable Corp.; Harold Lewin, Aero Copper.

June 1: Eugene Moos, Joseph Foss, Jerome Cohen and Fred A. Gipson, East-West Trade Council; Paul M. Deac, National Confederation of American Ethnic Groups; Barbu Niculescu, League of Free Romanians; Dr. Emanuel Merdinger, Illinois State Academy of Science; Albert Schwartz, Sculptured Tubing, Inc.; Lev E. Dobriansky, National Captive Nations Committee and Ukranian Congress Committee of America; Hubert Park Beck and Nelson Bengston, Russian Dollar Bondholders Committee of the U.S.A.; Allan L. Fletcher; John Nelson Washburn, Oscar L. Casarella and John W. Finley, Jr., Bulgarian Claims Committee; Justice M. Chambers, SATRA Corp.; Edwin S. Marks, Carl Marks & Co.; Max N. Berry, Atalanta Corp.; Alvin Schiffman, BAP Distributing Co.; Walter F. Browne, AMTRACO Corp.

June 6: Richard S. Reece and James Williams, American Dinnerware Emergency Committee; Eugene L. Stewart, for ASG Industries, Inc., C-E Glass Division, Libbey Owens-Ford Co. and PPG Industries, Inc.; Dr. Lazar Teper, International Ladies' Garment Workers' Union; Murray H. Finley and Howard D. Samuel, Amalgamated Clothing Workers of America; Sol Stetin, Textile Workers of America; Barry Finn and Gail T. Cumins, International Apparel Importers Assn.; Sid Doolittle, Michael P. Daniels and Edwin A. Elbert, Apparel Quota Group, American Importers Assn. (AIA); James C. England and John B. Rehm, Feather & Down Assn.; Jerome B. Libin and Dan M. Byrd, Jr., Spring Mills, Inc.

June 7: James P. Wellman, Independent Wire Drawers Assn.; J. F. Farrington, National Association of Scissors and Shears Manufacturers; John H. Shaw, Slide Fastener Assn.; Richard J. Potischam, U.N.A. Corp.; Lawrence Selhorst, Emergency Committee of the Steel Wire Industries of the U.S.; Dan Gerhardstein, Cast Iron Soil Pipe Industries; Edward M. Rhodes, American Chain Assn.; Roger S. Ahlbrandt, American Specialty Metals Industry; Seymour Graubard and Victor V. Shick, American Institute for Imported Steel, Inc.; Jack Carlson, Kaiser Steel Corp.; Stewart S. Cort and C. William Verity, Jr., American Iron and Steel Institute.

June 8: G. K. Patterson and James Oberti, California Olive Assn.; William A. Miller, Durkee Consumer Foods, SCM Corp.; Leonard K. Lobred, U.S. National Fruit Export Council; John Van Horn, California-Arizona Citrus League and Sunkist Growers, Inc.; Dr. J. O. Kamm, National Association of Greenhouse Vegetable Growers; Buford W. Council and Wayne Hawkins, Florida Fruit and Vegetable Assn.; Ernest Falk, Northwest Horticultural Council; Fred W. Burrows, International Apple Institute; Harold M. Williams, Poultry and Egg Institute of America; Bela Sternberg, National Council of Music Importers; John F. Murry, Jr., Nicholson & Co.; Robert B. Schwenger.

June 11: John E. Swearingen and Emilio G. Collado, American Petroleum Institute; Howard P. Chester, Stone, Glass and Clay Coordinating Committee; Robert J. Dixon, Robert M. Norris, E. Rogers Pleasants and Melville H. Walker, National Foreign Trade Coun-

cil; Paul Seghers, International Tax Institute; Robert Stobaugh, Harvard Business School.

June 12: Robert Lockridge and Richard Shomaker, American Footwear Industries Assn.; George Fecteau, United Shoe Workers Union, and on behalf of Boot and Shoe Workers Union; David B. Jenkins, National Shoeboard Conference; Irving Glass, Tanners' Council of America; Benjamin Feldman and Abraham S. Weiss, International Leather Goods, Plastics and Novelty Workers' Union (AFL-CIO); Milton Gordon and Abraham S. Weiss, Playthings, Novelties and Allied Products of the U.S. and Canada (AFL-CIO); Peter Bommarito, United Rubber, Cork, Linoleum and Plastic Workers of America.

June 13: Frank M. Dailey, Kentucky Distillers' Assn.; Mort Brandenburg and Abraham S. Weiss, Distillery, Rectifying, Wine and Allied Workers' International Union of America; Lester S. Abelson, Barton Brands, Ltd.; Horace R. Kornegay, Tobacco Institute; Frank B. Snodgrass, Burley and Dark Leaf Tobacco Export Assn., and on behalf of Tobacco Associates and Leaf Tobacco Exporters Assn.; Gordon Koon, Society of American Florists and Ornamental Horticulturists, Colorado Flowers Growers Assn., and Denver Wholesale Florists and California State Florists Assns.

June 14 and 15: Testimony from members of Congress: Representatives Dante B. Fascell, Fla.; John H. Dent, Pa.; Claude Pepper, Fla.; Alphonzo Bell, Cal.; Ben B. Blackburn, Ga.; Edward D. Koch, N.Y.; Barry M. Goldwater, Jr., Cal.; Norman F. Lent, N.Y.; Sidney R. Yates, Ill.; Peter H. B. Frelinghuysen, N.J.; George E. Brown, Cal.; John C. Culver, Ia.; Thomas M. Rees, Cal.; Guy Vander Jagt, Mich.; and one Senator, Vance Hartke, Ind.

New Legislation: Since the opening of the 93rd Congress, some 309 trade and related bills have been introduced. Legislation not previously reported in this column includes: S. 1820, to amend the Export Administration Act of 1969 to manage the export of forest products from the U.S.; H.R. 7668, to require that a percentage of U.S. oil imports be carried on U.S. flag vessels; H.R. 7905, to amend the U.S. Tariff Schedules with respect to the classification of certain ceramic articles; H.R. 7953, to require that publications of statistics relating to the value of articles imported into the U.S. include the charges, costs, and expenses incurred in bringing such articles to the U.S.

Also, H.R. 8005, to amend the United Nations Participation Act of 1945 to halt importation of Rhodesian chrome and to restore the U.S. to its position as a law-abiding member of the international community; H.R. 8055, to prohibit importation into the U.S. of meat or meat products from livestock slaughtered or handled in connection with slaughter by other than humane methods; H.R. 8207, to amend the Federal Insecticide, Fungicide, and Rodenticide Act to prohibit importation of agricultural commodities when pesticides are used in connection with such commodities in a manner which is prohibited in the U.S. by any Federal law; H.R. 8215, to provide for suspension of duty on certain copying shoe lathes until the close of June 30, 1976. Also, H.R. 8217, to exempt from duty certain equipment and repairs for vessels operated by or for any agency of the U.S. where the entries were made in connection with vessels arriving before Jan. 5, 1971; H.R. 8389, to correct an anomaly in the rate of duty applicable to crude feathers and downs; H.R. 8518, to provide effective relief from disruptive imports of nonrubber footwear in a manner that will be fair to producers, workers, and consumers; H.R. 8573, to prevent exportation of certain substances and herbicides from the U.S.; H.R. 8579, to establish a temporary embargo on exportation of certain livestock feed grains.

TARIFF COMMISSION

Investigation on Mushrooms: On June 6 the Tariff Commission reported to the President on its investigation of the competitive conditions in the U.S. between domestically produced and imported fresh and processed mushrooms. The investigation was conducted at the request of the President under section 332 of the Tariff Act of 1930. Chairman Bedell and Commissioners Moore and Ablondi felt that domestic mushroom industries are not suffering injury from imports at present, but they stated that economic trends indicate that such industries are threatened with future injury to an extent sufficient to warrant serious consideration of some form of relief. Commissioner Young expressed the view that domestic growers and canners of mushrooms are being injured by imports of canned mushrooms and that the domestic industries are threatened with further injury unless exports to the U.S. are restrained. Vice Chairman Parker and Commissioner Leonard refrained from expressing views on matters relating to whether import injury has occurred to or is threatening the domestic mushroom industries, as they felt that there are no established standards by which a judgment may be made.

The President's request for a comprehensive report on the mushroom industry resulted from a petition of the Mushroom Processors Association for initiation of negotiations with certain foreign governments under section 204 of the Agricultural Act of 1956, as amended, to limit the export of canned mushrooms to the U.S. Section 204 authorizes the President to negotiate with foreign governments to obtain agreements limiting their exports to the United

States of any unprocessed or processed agricultural commodity.

Annual Report—Consumption of Knives, Forks, and Spoons with Stainless Steel Handles: On May 9, the Tariff Commission sent the President the second in a series of annual reports on the apparent U. S. consumption of knives, forks, and spoons with stainless-steel handles. Consumption of these articles amounted to 45,791,000 dozen pieces in 1972. Also shown in the report are data on domestic manufacturers' shipments, exports, and imports for each of the two most recent years.

Escape Clause Investigation—Ferroalloys: The Tariff Commission has opened a new escape clause investigation to determine whether the domestic industry is being injured by increased imports of ferrochromium, ferromanganese, ferrosilicon, ferrosilicon chromium, ferrosilicon manganese, chromium, manganese, and silicon. A public hearing is scheduled for 10 a.m., Aug. 7, at the Tariff Commission Building, Eighth and E Sts., N.W., Washington, D.C.

Adjustment Assistance—Firms: The Commission has announced its decision that I. Jablow & Co., Inc., Philadelphia **(boys' shirts, pajamas, and robes)** and its employees do not meet the requirements of the Trade Expansion Act of 1962 to apply for adjustment assistance. In a second action, the Commission has determined the Regina Footwear, Inc., Brooklyn, N.Y. and its workers are sustaining injury from increased imports of **footwear for women** and thus are eligible to apply to the Secretaries of Commerce and Labor respectively for adjustment assistance.

Adjustment Assistance—Workers: The Tariff Commission has concluded four investigations on behalf of worker groups alleging import injury. The Commission found that the criteria establishing eligibility for adjustment assistance were not met in three of the four cases: Hawaiian Fruit Packers, Ltd., Kapaa Kauai, Hawaii, a subsidiary of Stokely-Van Camp, Inc. **(canned pineapple and pineapple juice);** I. Jablow & Co., Inc., Phliadelphia **(boys' shirts, pajamas, and robes):** and TMA Co., Wheeling, Ill. **television receivers, radio-television- phonograph combinations** and **radio-phonograph combinations.**

As a result of a positive determination, workers producing **women's footwear** at Regina Footwear, Inc., Brooklyn, are now eligible to apply to the Secretary of Labor for adjustment assistance certification.

The Commission has opened six new investigations as a result of petitions filed on behalf of the following groups of workers: the Buffalo plant of the General Electric Co. **(transistors and diodes);** Koss Shoe Co., Inc., Auburn, Maine, and the Winchell Shoe Co., Inc., Natick, Mass. **(men's footwear);** Hubbard Shoe Co., Inc., Rochester, N.H. **(men's and women's footwear);** Erving Shoe Co., Inc., Lowell, Mass. **(women's footwear);** and the Rola-Pemcor plant, Warrensville Heights, Ohio, of Pemcor, Inc. **(television yokes).**

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department has issued formal dumping findings with respect to **stainless steel plate** from Sweden. This is the final administrative requirement in antidumping investigations. Previously, Treasury found that the product in question was being or was likely to be sold in the United States at less-than-fair-value (LTFV). The case was then referred to the Tariff Commission which determined that an industry in the U.S. was being, or was likely to be, injured by reason of the LTFV imports. As a result, all LTFV imports of stainless steel plate from Sweden will be subject to special dumping duties. Shipments of stainless steel plate produced by Stora Kopparbergs Bergslags AB, of Falun, Sweden, are excluded from this finding since it was determined that their home market prices were lower than the exporter's sales price in every instance. Treasury has announced final negative determinations with regard to **microwave ovens** from Japan and **surgical rubber gloves** from Austria, stating that these articles are not being sold at LTFV. Additionally, Treasury has announced affirmative findings of LTFV sales in investigations of **aluminum ingot** from Canada, **steel wire rope** from Japan, **electronic color separating or sorting machines** from the United Kingdom, and **deformed concrete reinforcing bars of nonalloy steel** from Mexico. In another action, Treasury has withheld appraisement on **calcium pantothenate** from Japan. Under the provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV.

Finally, the Treasury Department has announced a new investigation to determine if **regenerative blower/pumps** from West Germany are being, or likely to be, sold at LTFV.

Labor—Adjustment Assistance: Approximately 2,600 former workers from six locations have been certified by the Labor Department as eligible to apply for trade adjustment assistance. The Department of Labor certifications follow Tariff Commission reports to the President that these workers became unemployed or underemployed because of increased imports, resulting in major part from trade agreement concessions. Certifications have been granted in the following cases: four Midwestern plants of Zenith Radio Corp. **(radios and radio-phonograph combinations);** the Tazewell, Va., plant of General Instrument Corp. **(electrolytic capacitors for televisions);** and the Rose-Bro Shoe Co., Boston **(women's footwear).**

Trade Fairs, Centers

East-West Trade Center In Vienna Holds 1st Events

A new U.S. East-West Trade Center was inaugurated in Vienna this month with a four-sided business promotion that included a trade mission, a product exhibition, a technical seminar and a catalog show.

U.S. Ambassador to Austria John Portner Humes and Steven Lazarus, Deputy Assistant Secretary of Commerce for East-West Trade, conducted the inaugural ceremonies June 13 at the center, located in the Vienna central business district, at Prinz Eugen Strasse 8-10.

The inaugural trade mission, composed of top executives of five Texas companies, had been organized by the Texas Industrial Commission with the cooperation of the Commerce Department. It was led by James H. Havey, Director of the Commission's International Trade Division.

Members of the Texas mission were: Gordon Gardiner, F. H. Maloney Co., Houston; G. T. Lamberson, Johnston Division of Schlumberger Technology Corp., Houston; E. L. Paramore, Halliburton Co., Dallas; Kenneth O. Robinson, Axelson Industries, Longview; William E. White, Jr., Hydrotech International, Inc., Houston.

JEEP exhibition

Mission members presented a JEEP (Joint Export Expansion Program) exhibition featuring measuring equipment and underwater repair and storage equipment for the petro-chemical industry, oil and gas drilling tools and accessories, technology and equipment for servicing the oil and gas industry, and oil field production safety products.

They also conducted a technical seminar, including roundtable discussions and audiovisual presentations.

More than 130 U.S. companies producing equipment for the oil and gas industry provided copies of their sales catalogs for the catalog show.

The new East-West Trade Center will be used to promote a variety of U.S. products. Promotions of communications equipment, air traffic control systems, and minicomputers and peripherals are planned for the fall of 1973.

The center has an exhibition area of 1,000 square feet, plus conference and lounge areas of 300 square feet each. It will provide a broad range of marketing services for U.S. businessmen, including information on trade opportunities and regulations, assistance in establishing business and banking contacts and locating translators and printers in Eastern European languages, and a special reference library. The center will also back up and support the work of U.S. Economic Counselors and their staffs throughout Eastern Europe.

Director of the Vienna center is S. Douglas Martin, a U.S. Foreign Service Officer who has specialized in economic and commercial work in Eastern Europe.

For details on use of the center write: Director, Trade Promotion Division — Code 562, Bureau of East-West Trade, U.S. Department of Commerce, Washington, D.C. 20230, or Director, U.S. East-West Trade Center, Prinz Eugen Strasse 8-10, 1040 Vienna, Austria.

New Singapore Center

The U.S. Department of Commerce dedicated a new Trade Center in Singapore June 15, the thirteenth in a worldwide chain of U.S. export promotion centers.

The new center, located at 268 Orchard Road, will be used both for on-site sales events and as a staging point for promotions of U.S. products in Malaysia, Indonesia, the Philippines, Hong Kong and Thailand. The first event at the center will be a July 9-14 exhibition of U.S. marine navigation, communications equipment and on-board instrumentation.

In addition to full-scale product exhibitions, the center will conduct a year-round schedule of catalog shows, conferences, seminars, trade missions and between-show promotions staged by individual U.S. firms.

C. Thomas Mayfield, formerly Director of the U.S. Trade Center in London, is Director of the new center; the Deputy Director is Nathan Stein, formerly Deputy Director of the U.S. Trade Center in Stockholm.

U.S. Embassy In Prague Expands Business Services

The U.S. Embassy in Prague, Czechoslovakia moved recently and expanded its commercial facilities to assist American businessmen. The new and much larger quarters are located on the ground floor of the Chancery building, directly adjacent to the Embassy film library at Trziste 15 in the Mala Strana quarter of Prague.

The commercial facilities include a reading room, a desk area for a commercial assistant who is assigned permanently to aid visitors, and a small conference room for use by businessmen. The library contains standard U.S. directories, publications on Czechoslovak industry, and U.S. company catalogs. The Embassy welcomes additional catalogs from U.S. firms interested in doing business with Czechoslovakia.

Bangkok, Stockholm, Milan Shows Seek U.S. Exhibitors

U.S. exhibitors of technical equipment, merchandising items, and printing and graphic arts equipment are being sought for Commerce Department-sponsored exhibits in Thailand, Sweden and Italy.

Technology: Thailand. The U.S. Department of Commerce begins its second decade of market development activities in Thailand Nov. 26-30 with TECHSPO '73. This special showing of high technology U.S. items comes at a time when industrial growth and its encouragement by the Thai Government are creating new markets for a wide variety of highly-sophisticated instruments.

Thailand imported $8.2 million in instruments in 1970 and $9.5 million in 1971. Conservative estimates of economic growth indicate this figure is expected to reach $14 million by 1975. American quality in design, material, technical application and accuracy have earned the high regard of Thai users.

The Thai Government, a major buyer of instruments, owns or controls a substantial sector of the country's economy, and is an eager consumer of modern scientific technology. The Applied Scientific Research Corp. of Thailand, a quasi-government entity reporting to the Prime Minister, is the body associated with the Thai Government most closely connected with technical and scientific exchanges.

The Thai Government does not have a central purchasing agency. Each Thai Government agency or ministry has one or more purchasing departments and almost all tenders are awarded only to companies registered in Thailand. In addition, many Thai Government departments allow only local firms that register directly with them to participate in bid tenders. This points up the importance of selecting an agent in Thailand through whom U.S. companies can do business.

For details on exhibiting in TECHSPO '73, contact Bruce Sever at 202-967-5546, or write him at OIM-238, U.S. Department of Commerce, Washington, D.C. 20230.

Merchandising: Scandinavia. The U.S. Department of Commerce will sponsor a 'Modern Merchandising' exhibition, Jan. 14-18, in the U.S. Trade Center for Scandinavia, at Stockholm. This exhibition, which will present new sales opportunities for U.S. manufacturers, will feature a wide range of U.S. equipment used in the merchandise trade.

Market surveys by the Department's Office of International Marketing reveal that increasing labor costs, growing specialization of production, and rapidly increasing urbanization has resulted in the adoption of modern merchandising techniques by a large segment of the distributive trades in Scandinavia and in a growing demand for the most up-to-date merchandising equipment.

U.S. merchandising equipment with highest potential includes: Computerized check-out systems; retail data terminals; store data recording and transmission systems; cash registers; currency verifiers; calculators; currency-to-coin changers; display equipment and fixtures, including automatic door systems, lighting, display boards, adjustable steel shelving and store front and interior decorating; frozen food merchandisers/cabinets; cube/block ice-making machines; beverage coolers; delicatessen cases; air condition and ventilation systems and components. Other high sales potential categories include: materials handling, warehousing and inventory control equipment, packaging/food handling and service equipment; security, safety and communications equipment; vending machines, and barbecue and baking machines.

For information, please contact C. E. Walls, at DIBA-224, U.S. Department of Commerce, Washington, D.C. 20230, or call him at 202-967-4256.

Printing and graphic arts equipment: Italy. The U.S. Trade Center in Milan will celebrate the tenth anniversary of its opening with a Jan. 22-26 exhibition of printing and graphic arts equipment.

The comprehensive nature of this show is expected to attract some 1800 firms in Northern Italy engaged in printing, publishing and graphic arts as well as firms from such neighboring countries as Switzerland, Yugoslavia, France and Spain. An intense market promotion campaign will be conducted to advertise and invite buyers from newspapers, periodicals, book publishers, bookbinders, commercial printers, greeting card makers, photoengravers, graphic arts industries, electrotypers, container manufacturers and art reproduction firms.

Italy is the fifth largest importer of this equipment in Europe, and the United States is the largest foreign supplier outside of the European Economic Community. The currency realignments, coupled with an 8 percent inflation rate in Italy in 1972, offer a rare opportunity to expose American products at excellent competitive prices.

The show will concentrate on printing, bookbinding and graphic arts items, and related supplies to the Italian printing and publishing industry. Office copying equipment will not be included in the items exhibited.

For further information, call Peter Field on 202-967-2434, or write him at DIBA-228, U.S. Department of Commerce, Washington, D.C. 20230.

TELL ME MORE—*James W. Oswin (left), permanent head of Australia's Department of the Media, Australian Sen. Douglas McClelland, who is also Minister for Media, and Sydney U.S. Trade Center Director James W. Goodsell, discuss motion picture projection equipment during Audio Visual Marketing and Training Aids Exhibit.*

Repeat Exhibit Finds Australian Market Receptive

When the second Audio Visual Marketing and Training Aids Equipment Exhibition to be staged by the United States Trade Center in Sidney opened on May 14, it was expected that perhaps the demand for equipment generated by the last exhibition 12 months before, would have waned. This was far from the case.

The 19 Australian agents representing 41 U.S. companies indicated that the need is equally as great. They reported $212,000 in off-the-floor sales with $2.2 million in projected sales during the coming 12 months.

Running concurrently with the exhibition was a three-day seminar; two days devoted to marketing and training and the third day to education. The hundreds of people attending the seminar visited the exhibition after each session, including the Australian Minister for the Media, Senator Douglas McClelland, who is interested in the application of audio-visual techniques.

The 1,800 visitors to the exhibition were given a display of ultra modern audio-visual techniques together with a presentation of the job that audio visual can do, and a pictorial welcome to Sydney using multi-media segments.

Frankfurt Display Finds Microwave Prospects Bright

New-to-market firms accounted for more than $5 million in sales expected to result from their participation in a May show of microwave components and equipment at the U.S. Trade Center in Frankfurt.

Exhibitors were able to develop 1744 sales leads during this show and total immediate sales projections reported by the 28 exhibitors representing 40 companies amounted to more than $12.8 million. Twenty-two of the 40 companies were new-to-market.

Ten exhibitors were seeking one or more representatives in Germany or other European countries. A total of ten agreements were signed during the show, and negotiations were opened with eight more potential agents, distributors, licensees or joint venture partners.

A total of 430 microwave specialists from all over Europe and as far away as Australia attended this highly specialized show.

DETECTING THE MARKET—*G.P. Vrattos (right), marketing manager for Microphase Corp., explains his firm's detectors and multiplexers for wideband receiving systems to potential buyers at the Frankfurt Trade Center.*

STAND BACK, PLEASE—*Caution seems to be the watchword as the representative of the Nelson Stud Welding Co., Lorain, Ohio, demonstrates his firm's welding equipment. The buyers at Nor-Shipping '73 in Oslo didn't maintain this standoffishness, however, and the U.S. participants reported a very successful show.*

First U.S. Display At Nor-Shipping Found The Buyers

The 4th International Shipping Exhibition in Oslo included first official U.S. participation in this major international fair.

The U.S. exhibition, sponsored by the U.S. Department of Commerce, included 26 American companies, of which 8 were new-to-market, 1 new-to-export and 17 old-to-market. The exhibitors reported off-the-floor sales of $787,000 and a projected sales figure of $8.7 million in the coming year.

A total of 18,961 visitors registered at the May 9-15 event.

ITT Mackay Marine of Raleigh, North Carolina took orders amounting to $560,000 during the exhibition and projected $1.6 million over the following 12 months for marine communication items.

Philadelphia Resins Corp. of Montgomeryville, Pa., used the exhibition to introduce its new line of casting resins and repair compounds. David P. Kollock, vice president, reported floor sales of $100,000 and 300 new leads which could yield sales of $250,000 in the next 12 months.

Hydranautics, of Goleta, Calif., signed a new Norwegian agent at the show. The firm obtained contacts which are expected to result in $500,000 in sales during the next 12 months. Hydranautics, with a lead from the U.S. Embassy in Warsaw, made valuable contacts with the Polish shipbuilding industry, which was also represented at the exhibition. D. B. Parrish, international vice president commented: "Excellent . . . Pierce Olson (Oslo Commercial Attaché) was exceptionally helpful in helping us make contact — through a language and cultural barrier — with Poles, who probably represent a substantial export opportunity for us."

Three Foreign Trade Fairs Welcome U.S. Participants

American firms are welcome to display their products at three upcoming trade fairs around the globe:

The Nairobi Show, Nairobi, Oct. 2-6. Considered by many to be Africa's leading trade fair; drew 120,000 visitors last year. Write: Executive Agency, Agricultural Society of Kenya, P.O. Box 30176, Nairobi, Kenya.

3H Exhibition, Melbourne, Oct. 24-28. A display of housewares, handyman's and hobbyists' items. Write: Knespal Enterprises Pty. Ltd., 30 Spring St., Bondi Junction, NSW 2022, Australia, (Tel.: Sydney 389-0761).

Republic of China Electronics Exhibition 1973, Taipei, Nov. 10-17. The Taiwan Electric Appliance Manufacturers' Assn. invites U.S. firms to exhibit. Firms interested in participating should obtain an application for exhibit space before July 10 from Peggy Kelleher, Far East Division, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4227).

Analytical Items Find Top Market At Tokyo Exhibit

High off-the-floor sales and projected sales figures for the coming year at a recent U.S. Trade Center in Tokyo exhibit indicate good long-range prospects for exports of analytical instruments to Japan.

Floor sales by the 45 exhibitors totaled $228,000 and twelve-month sales are likely to top $6 million.

The nine new-to-market firms were seeking one or more agents or distributors for the Japanese market; four agreements were signed during the show, and the U.S. firms were negotiating with 56 candidates for six more representation agreements as the show closed. Fourteen licensing agreements or joint ventures were also under discussion.

A total of 1,908 visitors registered at the May 15-19 event. Three Japanese trade papers printed complete editorial sections on the exhibit, including data about each company exhibiting.

Obstacles Don't Faze Buyers At London Exhibit

Neither a general transportation strike, torrential rains, nor a last minute seminar rescheduling could stay the London U.S. Trade Center electronics exhibit from swift penetration of the U.K. market.

Off-the-floor sales of electronics test and measurement items at the April 30-May 4 event totaled more than $1.2 million, and the new to market exhibitors expect another $3.95 million in show-related sales in the coming year. Five firms were seeking representation in the U.K. market; four named agents and the fifth is negotiating.

The rescheduled seminar drew a standing-room-only crowd of 217, to hear presentations by representatives of MIT, Bell Laboratories (N.J.) and British Aircraft.

New-to-market Electro Scientific Industries found the quality of visitors extremely high, and the firm's sales manager reported picking up three months of work in follow-ups to the 200 sales leads obtained.

Another newcomer to the British market, Optimation, called the show the best their firm has ever been in, with an agent named and $650,000 in future business likely.

Between-Show Exhibitor Endorses Concept Strongly

"My stay here in Stockholm was worthwhile, and business definitely is here for certain U.S. food products. My only regret is that more U.S. concerns didn't join me for this presentation at the U.S. Trade Center." These words by Larry W. Dennis, President of Dennis Sales Ltd., Salisbury, Md., summed up the firm's May 14-18 display of canned and frozen fruits and vegetables at Stockholm.

All U.S. Trade Centers are available for exhibits by individual firms between regularly scheduled events.

FULL ATTENTION—*Standing-room-only crowd demonstrated the strong interest of U.K. buyers at the recent showing of U.S. electronics equipment at the U.S. Trade Center in London. Despite a variety of unforeseen obstacles, the show was a resounding success, with new-to-market firms making a strong showing.*

Chicago Group Sets 'Sell To Japan' Fair, Lists Top Prospects For Sales By U.S. Firms

Some 30 product categories with high potential for export to Japan have been identified in conjunction with an Export to Japan Trade Fair to be held Nov. 6-8 in Chicago.

The Chicago Association of Commerce and Industry, sponsors of the Fair, aims to assist U.S. producers achieve low cost exposure in the Japanese market by bringing buyers from Japan to Chicago. The Department of Commerce is cooperating with the Chicago group in presentation of this event.

The U.S. Embassy in Tokyo provided the list of products with the best sales outlook. They are data communications equipment including mini computers, air & water pollution monitoring and control equipment, analytical and testing instruments, input and output computer peripherals, electronic components, advanced materials handling equipment and automatic assembly lines, medical engineering equipment, avionics and ground support equipment, nuclear power generation equipment, household electrical appliances, equipment related to processing metallic powder, sporting and leisure-time equipment, hydraulic process control equipment and components, advanced food packaging and cold chain equipment, sewage cleaning plants, incinerators, garbage collection and disposal systems.

Also, total energy systems, hotel and restaurant food handling systems, electronic computer software, oceanographic equipment, numerical control machine tools and accessories, laundry and dry cleaning equipment, welding equipment and machinery, testing instruments and supplies, oil and gas pipeline equipment and related technology, mate rials for housing and building construction, high performance waste water treatment equipment for the electroplating industry, precision, power and hand tools, industrial security and safety equipment, vending machines, foods, and a variety of consumer goods.

For information about reserving space in the Fair, **write:** Export to Japan Fair, Chicago Association of Commerce and Industry, 130 S. Michigan Ave., Chicago, Ill. 60603, or phone 312-786-0111.

VIEWING MODELS—*In Lucknow, India, mission members toured laboratories of the Government's Research, Designs and Standards Organization. Above (from left), looking at prototypes of wheels, axles, springs, and bogies: Robert Baer, Peter Deckert, Claude Shabetai, Vern Kennedy, Don Henderson, and an official of RDSO.*

Railway Suppliers See 'Go' Signals In India, Pakistan

Indications that they were on the right track in India and Pakistan last month were noted by the members of a U.S. trade mission selling railway equipment: They were welcomed warmly in both countries and came back with orders totaling $5.3 million.

The Commerce Department mission represented 11 suppliers of a range of products from rail anchors and joints, switches, roller bearings, safety devices, lubricators, and spare parts to locomotives, automated wheel and axle shops, and consulting services. Eight agency/distributor agreements and three for licensing were concluded during the three-week tour. Business approaching $14 million is anticipated in the next year or two.

The businessmen saw "go" signals—perhaps with occasional tentative blinking — all along their route:

► Officials in both countries displayed a strong preference for U.S. products and technology.

► The railway networks of both are faced with immediate and future requirements to modernize and expand freight and passenger carrying capacities. To achieve the goals set forth, indigenous capability will need to be supplemented by imports.

► Recent international currency realignments point toward more competitive U.S. prices vis-a-vis other suppliers.

► Competitors are there—generally offering better credit terms.

First, to India

In India, discussions with the top decision-making authorities of the Government-controlled and operated railways enabled the mission members to gain first-hand information about the country's import needs. Mission Director Don R. Henderson said that the interest of the railway officials and business community was confirmed by their frank discussions and exceptional hospitality. Henderson emphasized the high potential for U.S. products and services, but noted a warning signal:

"The single biggest stumbling block to successful business ventures in Indo-American relations," he said, "is our failure to develop and offer an extended credit package and terms comparable to the countries of the United Kingdom, West Germany, USSR, Hungary, Japan, and Canada. Third country barter agreements are being practiced in India and interests were indicated by several mission members in pursuing this course."

Despite this consideration, one member said of the market: "In our specialized field of track maintenance equipment there is a tremendous potential in India. As a result of promoting our equipment during the mission, many valuable contacts were made and I feel that this will be of great assistance in our business with the Indian railroads."

Mission activities began in New Delhi, where the group met with the Minister of Railways and discussed present modernization plans and proposed development projects with the Chairman of the Railway Board and its principal officers.

In Lucknow, the Director General, technicians, and engineers of the Government's Research, Designs and Standards Organization (RDSO) briefed the members on the need for introducing technological developments in the Indian railroad system. The group toured the RDSO research laboratories. The Lucknow visit was particularly significant as it provided an opportunity for discussion of U.S. standards and testing specifications with the technicians who prepare the bid specifications for the Indian railway network.

Achievements in railway equipment manufacture in India were

an eye-opener to the mission participants. The visit to Varanasi centered around the Diesel Lokomotive Works, where the members visited all facets of the various DLW shops. In Calcutta and Bombay, talks were held with subway and other railway officials.

Fact-finding in Pakistan

The primary objective in Pakistan, said Henderson, was one of fact-finding and assessment. The mission found the climate for developing and sustaining business opportunities paralleling that of India. The stay in Karachi centered about discussions on the proposed transportation master plan for the Karachi Metropolitan region—a plan which will upon approval carry into the mid-1980's. The mission group toured the present Karachi transportation network and certain proposed expansion areas, as well as overall facilities and machine shops.

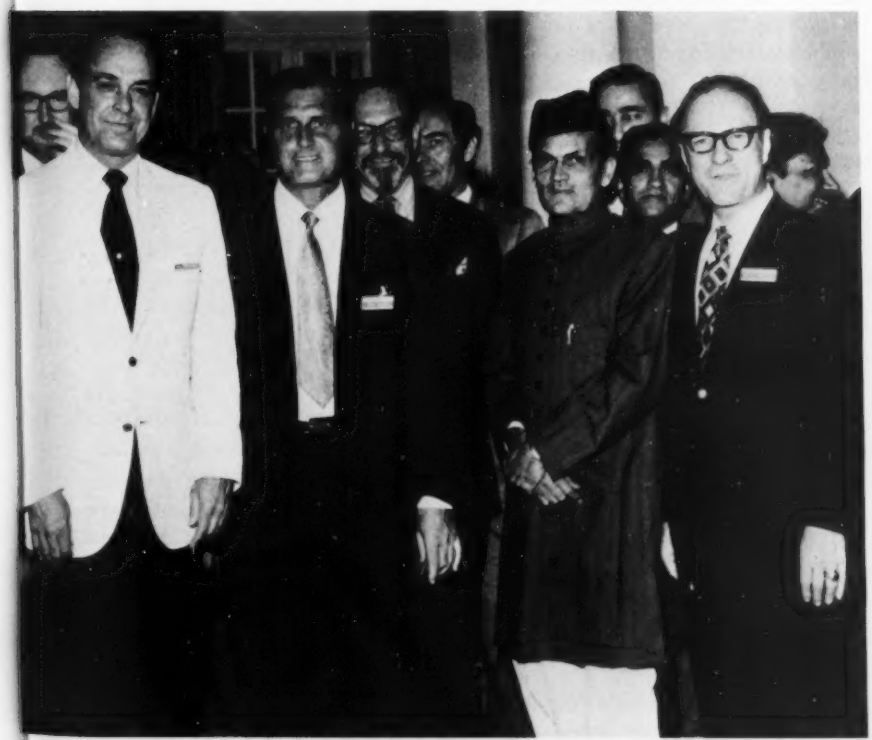
In Lahore, the businessmen met with the Pakistan Western Railway Board to discuss the Government's total requirements, and with the Ministry of Finance on plans, programs, and priorities for the country's development.

GETTING DETAILS—*Railway equipment mission members in Bombay confer with A. K. Gupta (rear, second from left), chairman of the Western Railway Board.*

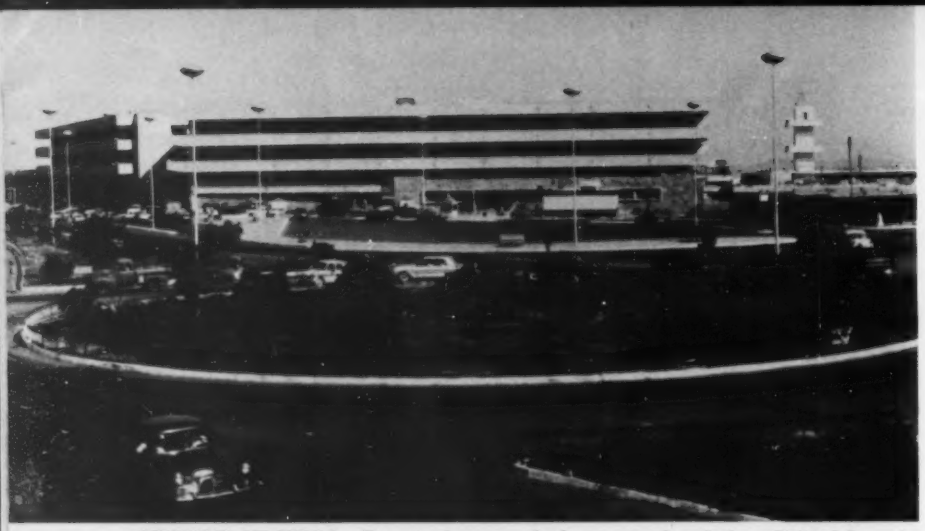
Of the Pakistan market, Charles A. McGough, CAM Industries, Hanover, Pa., said: "This mission enabled me to make the proper contacts in a new market—Pakistan—and generate immediate interests in early sales which I had been attempting to do through mail contact for two years without success. Overall business for my small company could amount to $500,000 to $1 million over a five-year period."

Cemal Baris, Korody-Colyer Corp., Wilmington, Calif., summed up his overall experience this way: "Trade missions can be the answer to our overseas market exploration and sales promotion problems. This mission was the best business development trip I have experienced in the past 15 years. We were well received and cordially accepted by the railway purchasing authorities of both Governments, and had the valuable opportunity to discuss matters of interest on the level. The doors were opened to their fullest capacity."

Additional mission members were: Robert Baer, Chemetron Corp., Chicago; E. Richard Carlson, General Electric, New York; Peter Deckert, Kershaw International, Montgomery, Ala.; Arthur Gasparini, General Motors Overseas, New York; Walter Hegedus, Farrel Co., Rochester, N.Y.; John Hill, Timken Co., Canton, Ohio; Vern Kennedy, Jr., Portec, Inc., Oak Brook, Ill.; Huh Lennon, Canron Export Corp., W. Columbia, S.C.; and Claude Shabetai, Servo Corp. of America, Hicksville, N.Y.



WITH TRADE OFFICIAL IN PAKISTAN—*The U.S. business group posed for a photo with the Director General (second from right) of the Federation of Chambers of Commerce and Industry, Karachi.*



AIRPORT AT JIDDA—*Recent airport and airways trade mission alighted here for business appointments in the Saudi Arabian capital, where construction is to start before year's end on a new $200 million terminal.*

Airport Equipment, Systems Attract Mid-East Customers

"We found in Lebanon, Saudi Arabia, and Kuwait—despite general area tension—a deep reservoir of goodwill and interest in the United States and its technical progress and products. There are extraordinary business opportunities, because of Arab financial capability and determination to get caught up."

This was a consensus statement by the Director of last month's Airport and Airways Trade Mission to the Middle East—a mission that estimates resulting sales at $14 million in the coming year.

In all three countries on the mission itinerary, airport construction or expansion is under way or being planned. New runways and two new terminals are expected to be built during the next five years in Lebanon, where rapid growth in tourist traffic has saturated the Beirut airport now served by 40 airlines. In Saudi Arabia, construction is to begin this year on a $200 million Jidda airport; and extensive improvements are planned for those in Riyadh and Dhahran. Kuwait has awarded to a Japanese firm the design contract for a new airport terminal, and contracts for a passenger building and a cargo building are expected to be awarded soon.

Doing business in these countries is not without problems, however, and the buyers are far more sophisticated and selective than they were as recently as ten years ago, the mission learned. The United States faces strong competition from Japan and Europe; but because the Middle East Countries can afford U.S. quality, the competitive balance often hinges on the effectiveness of sales presentations.

Many of the Government officials visited stressed the importance of servicing sales and developing a continuing presence in their countries. This observation is borne out by the success of AVCO and Lockheed, two mission firms, both of which maintain facilities and personnel in the Middle East. And John McElroy of Collins Radio, Dallas, commented: "Increased emphasis on customer need and desire for total after-sale support is an obvious requirement." Members of the group expect to consummate 11 representation agreements within the next 12 months.

The mission was comprised of nine U.S. company executives whose products and service lines included ground and air communications, radar, executive aircraft, aircraft maintenance, airport emergency and ground support vehicles, security systems, and other electronic support systems. Richard Treadway, who heads the Commerce Department's Boston District Office, served as director. Oscar Bakke, Assistant Administrator of the Federal Aviation Administration for Europe, Middle East, and Africa, also participated.

The U.S. businessmen were scheduled into Beirut at a time when the unsettled conditions there had just led to imposition of a curfew. However, through skilled contingency planning, the mission members were able to keep about 60 percent of their appointments.

This led one member, Willard Ortenburger of the International Technical Products Corp., Washington, D.C., to comment that the Lebanon stop was "well worth the time, effort and expense involved, despite the unsettled situation. Mission support personnel at the U.S. Embassy still managed to arrange appointments from which ITP gained several excellent leads."

Thrust toward aviation

While Lebanon strives to be the "Switzerland" of the area, Saudi Arabia works to convert her natural resources into a modern industrial society with an emphatic thrust toward transportation, particularly aviation.

One of the unusual problems facing the Saudi Arabian Government is that of transportation related to the annual Hadj — the worldwide pilgrimage to Mecca which lasts about a month, with a three-day peak. Last year, 1.2 million visitors attended, and reportedly at times the average family in a car took 17½ hours to advance two kilometers. In planning the new $200 million Jidda

Airport, facilities necessarily must include accommodations for the surge of chartered flights. Needless to say, this one project alone presents an abundance of business opportunities, Mission Director Treadway pointed out.

In Riyadh, the group saw a number of Government leaders, including the Ministers of Interior, National Guard, Civil Defense, and Communications. As Virgil Jones of AVCO in Cincinnati put it, "The mission has been provided an excellent overview of the markets developed in Saudi Arabia. It has also given AVCO additional credibility in the airport and 'nav-aids' development business."

Industrial growth seen

In Kuwait, the mission members talked with officials of the Civil Aviation Ministry and with representatives from Qatar, the Union of Arab Emirates, and Bahrain. One of the richest countries in the world on a per capita basis, Kuwait is anticipating a surge of industrial growth, which will in turn necessitate further development of transportation facilities. Treadway said that the business appointments there were among the most useful of the entire trip.

Commenting on this stop, Frank Stacy of Aerocom, Miami, said, "I have heard it said many times in Kuwait that the United States is almost too late. If it hadn't been for the trade mission our company for one would not have been here for at least a year. Also, it would have taken from three to five non-sponsored trips at about two a year, to reach the level of knowledge of the market and the 'right' people which we achieved on this trip."

Other members of the mission were Robert E. Staggs, Beech Aircraft Corp., Wichita; Dick Dirks, E-Systems, Arlington, Va.; Irwin T. White, Henry R. Jahn & Son, New York; Blaine Stevens, Lockheed Electronics Co., Plainfield, N.J.; Anthony E. Kruscewski, U.S. Airmotive, Miami Springs, Fla.

ON ARRIVAL IN BEIRUT—*Mission participants met with Association of U.S. Aerospace Industries representatives in the Middle East. From left: Robert W. Beales, U.S. Embassy; mission member Virgil L. Jones; Fuad P. Bardawil, United Aircraft International representative; mission member Irwin T. White.*

E. Europe Trade Topped Billion

Total U.S. trade with Eastern Europe rose to an all-time high of $1.1 billion in 1972, an increase of $532.1 million over 1971, the Department of Commerce has reported.

However, total dollar value of licenses to export goods to Eastern Europe declined to $758.7 million in 1972 compared with $1.4 billion in 1971, due in large part to the approval in 1971 of licenses for $1.1 billion worth of data and equipment for the Kama River truck project in the USSR.

Another factor in the decline of licenses was the decontrol in 1972 of a large number of commodities that required validated export licenses in 1971 and in earlier years. Among the commodities decontrolled were chemicals, test equipment, aircraft parts including certain navigation instruments, transportation equipment, and industrial and process control equipment.

First quarter 1973 licensing at $128.4 million compared with $122.5 million in the previous quarter and $432.5 million in the first quarter of 1972.

Trade with Eastern Europe in 1972 consisted of $320.6 million of imports, up $97.6 million from 1971, and $818.5 million of exports, up $434.3 million.

Trade with the People's Republic of China totaled $92.5 million in 1972, of which $60.2 million was exports (wheat, $33 million; corn, $23 million and crude soybean oil, $2.2 million) and $32.3 million was imports (bristles, $6.7 million; antiques, $3.4 million; raw silk, $2.4 million).

The 103rd Quarterly Report on Export Control containing this data is for sale at 40 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or any Department of Commerce District Office.

LIBRARY
EASTERN MICHIGAN UNIVERSITY
YPSILANTI

World Trade Actions

Kuwait Tightens Import Origin Rule; Venezuela Asks New Invoice Data

Kuwait: The American Embassy reports that Government of Kuwait customs and port officials have become much stricter in enforcing the requirement that all imported goods be accompanied by a certificate of origin. The certificate must show the country of origin of all materials used in the manufacture of the goods.

Certificates of origin require certification by a chamber of commerce in the United States. Manufacturers/exporters residing in New York can obtain certification from the U.S.-Arab Chamber of Commerce, Empire State Bldg., New York, N.Y. 10017; those from Texas must obtain certification from the American-Arab Chamber of Commerce, 500 Jefferson Bldg., Houston 77002. In all other states, certificates of origin may be certified by the nearest chamber of commerce.

Venezuela: Effective June 1, commercial invoices to Venezuela must contain name and address of both buyer and seller; quantity and detailed description of merchandise; price of each unit; total price; delivery conditions and point of delivery; terms and conditions of payment. The official announcement stressed the need for precise description, using units of measurement commonly accepted in trading, and specifying the number or weight of an item within each unit such as a sack or box.

Yugoslavia: On May 25 the EEC concluded a five-year, non-preferential trade agreement with Yugoslavia. The new agreement, which replaces an earlier three-year accord, provides for additional economic and commercial cooperation largely in the agricultural sector. Designed in part to help correct the perennial Yugoslav trade deficit with the EEC, the agreement is now subject to the two parties' respective ratification procedures.

Malagasy Republic: On May 22 the Malagasy Foreign Minister announced that his country would be withdrawing from the Franc Zone. The move surprised observers by its suddenness, coming as it did just after a joint announcement that monetary negotiations were being reopened. The key issue was the French request that its citizens have the right of currency conversion even during periods of Malagasy exchange restrictions.

Philippines: During a recent visit to Pres. Marcos, Tristan E. Beplat, Sr. Vice President of Manufacturers Hanover Trust Company, offered to form a consortium of American and European banks to extend a $100 million loan to finance priority imports of the Philippine Government. Beplat and other visiting American businessmen mentioned their intention of expanding investment in the country's development program. They also offered to renegotiate on easier terms the reconstruction loan granted to the Philippines in 1970 and to extend further credit for the modernization of the country's communications facilities. Mention was made of the recent "tremendous improvement in the Philippine image abroad" because of its increasingly favorable investment climate, its continued ability to meet its international commitments, and brighter price prospects for many of its exports.

Germany: Gross hourly earnings of U.S. industrial workers averaged more than twice as high as the corresponding earnings of their German counterparts in 1969, exclusive of fringe benefits (which tend to be more generous in Germany than in the U.S.).

Since then, as a result of parity changes coupled with almost twice as rapid a pace of wage increases in the Federal Republic, the spread has narrowed considerably. Average levels in the United States, expressed in marks, are now only about 30 percent higher than in West Germany, and for some industries are identical.

Six-Day Seminar To Treat World Economic Policy

A six-day seminar for business executives on U.S. international economic policy will be held at the Brookings Institution in Washington beginning July 15.

The meeting will be co-sponsored by Brookings and the International Management and Development Institute, in cooperation with the U.S. Council of the International Chamber of Commerce.

Among the issues to be discussed are current steps toward world monetary reform, trade policy in a time of change, relations with the Communist nations and with the developing countries, international investment and the multinational corporation, and the problems related to expanding energy needs.

The program includes speakers from both the Senate and the House of Representatives, the White House Council on International Economic Policy, the Council of Economic Advisers, National Security Council, the Departments of Commerce, State, Defense, Treasury and Labor, Eximbank and the Overseas Private Investment Corp.

Registration information is available from: Karen Horsley, Brookings Institution, 1775 Massachusetts Ave., N.W., Washington, D.C. 20036, Telephone 202-797-6280.

International Business Reports

Strategic and Long-Range Planning for the Multinational Corporation. By John Snow Schwendiman. 160pp. $15.

The author presents key elements in successful international corporate planning systems, including how to gear them to human needs, and discusses the economic, sociological and political trends in host countries and their impact on corporate strategy. He develops a model of corporate planning.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

The Prospects for an Economic Community in North Africa: Managing Economic Integration in the Maghreb States. By Abderrahman Robana. 206pp. $16.50.

Assesses the economic and political conditions and prospects of the Maghreb countries (Algeria, Morocco and Tunisia) and their potential for economic integration.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Colombia: 50 Largest Publicly Owned Corporations Listed on the Stock Exchanges. 16pp. Free.

Colombia has two stock exchanges; one is located in the capital city of Bogota and the other in the second largest city and industrial center of Medellin. This booklet names the biggest companies listed on those exchanges and outlines their operations.

Write: Colombia Information Service, 140 E. 57th St., New York, N.Y. 10022.

International Transfer of Technology to India. By V.N. Balasubramanyam. 143pp. $15.

Analyzes the viability of technical collaboration agreements as a mechanism for transferring technical knowledge from advanced to developing countries, based on the Indian experience from 1965 to 1970. The author concludes that such agreements do not measure up to direct investment in terms of transferring technology or imparting the managerial and labor skills required to utilize the imported technology.

Directory of World Trade Associations in the United States 1973. Published by the American Society of International Executives. $5.

This booklet is designed primarily for use by individuals and firms seeking to identify local World Trade Associations in their areas. It lists the organizations by state, providing addresses and telephone numbers, and officials' names.

Write: American Association of International Executives, 734 Land Title Bldg., Philadelphia, Pa. 19110.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Micro Aspects of Development. Eliezer Ayal (Ed.). 311pp. $20.

Based on papers from the First Conference on the Micro Aspects of Development, the book presents varied views of the relevance of neoclassical microtheory to microeconomic development.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

The Financial Post Survey of Oils 1973. 31st edition. 208pp. plus 32-page map section. $10.

Details of the latest position of more than 400 companies active in the Canadian oil and gas industry and related fields are given. The statistical section provides a 7-year price range of all listed Canadian oil shares, a table on production and reserves by province, and a list of 4,000 predecessor and defunct companies. There is also a list of addresses of provincial and federal government departments, securities commissions, trade associations and stock exchanges.

Write: The Financial Post, 481 University Ave., Toronto, Ontario, M5W 1A7, Canada.

Report Cites Peru Market For U.S. Cooling Items

A short market summary highlighting the Peruvian air conditioning and refrigeration market, prepared by the U.S. Embassy in Lima, shows an expanding market for U.S. products despite stiff competition. Items with strong potential include compressors, commercial refrigeration, air coolers, dehumidifiers, heat transfer equipment, temperature controls and certain air conditioning systems.

Imports by Peru and the Andean Common Market are also shown in the summary, which is available on a loan basis from BIC-242, U.S. Department of Commerce, Washington, D.C. 20230.

Calendar For World Traders

June 26-27—New York—"Floating Exchange Rates—Impact on International Financial Management," World Trade Institute.

June 27-28 — New York — "Strategies for Japan: How to Succeed in the World's Third Largest Market," World Trade Institute.

June 28-29 — New York—The Administration Plan for Terminating International Capital Controls," World Trade Institute.

July 10 — Orange, Conn. — FCIB Roundtable Conference on International Finance, Credit, Collection and Exchange Problems, to be held in conjunction with NACM — Connecticut. Grassy Hill Country Club, 9:30 a.m.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits

Licensing, Investment Abroad

2011, 2024 — KOREA — Confectionery manufacturer wishes to become a general food processor. Joint venture partner sought to produce **ice cream and eventually to process ham and sausages.** An estimated 3,600 liters of ice cream per hour in cones, popsicles, packages and bulk will be produced. Company plans to produce 20,000 head of swine annually for meat processing. Additional information from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Ho Seong, Lee, senior managing director, Tong Yang Confectionery Co., Ltd., 30 Munbae-dong, Yongsan-ku, Seoul 140. P-73421.

2295 — UNITED KINGDOM — Manufacturer of vinyl-coated wall coverings, vinyl-coated fabrics and various electrostatically-flocked articles seeks know-how for similar products. **Synthetic materials used for shoe industry** of particular interest. Established in 1844, firm has 620 employees and 20 salesmen. F. M. Jepson, executive director, Research and Development, Nairn Coated Products Ltd., Lune Mills, Lancaster, England. WTDR. P-73346.

2879 — ETHIOPIA — Established, diversified company seeks joint venture partner to establish a **dust formulating plant. Insecticides, fungicides, herbicides and other agricultural chemicals** will be produced. Feasibility study completed. Gebreyes Begna, Ethiopia Amalgamated Ltd., P.O. Box 2090, Addis Ababa. WTDR. P-73419.

3272, 3448 — GERMANY — An import-export firm **with branches in New York,** Moscow, Vienna and Budapest is interested in a licensing agreement to **manufacture silos** of any material. Company has annual sales of DM 12 million and commission business of DM 20 million, and enjoys a good reputation. Guenther P. O. Stoelck, 7 Jungferstieg, 2 Hamburg 36. P-73426.

3452 — GERMANY — A leading producer of self-locking fasteners for the automotive, aircraft and space industry is seeking licenses for additional **products and machines in the topical self-locking fastener field.** A representative of the company is traveling to the U.S. in the fall and seeks to develop contacts prior to the visit. E. Ziehr, Sueko-Sim GmbH, 7187 Schrozberg, P.O. Box, W. Germany. P-73429.

3551, 3494 — NETHERLANDS — Licenses to manufacture **food processing equipment, valves, compressors and pumps.** Interests include choppers, grinders, cutters, mixers and related food machinery. Also control valves, automatic regulating valves and valves for piping systems; stationary air and gas compressors in several horsepowers; and vertical, reciprocating and centrifugal pumps. Firm presently produces rotary valves, airlocks and blow valves for metering and conveying solids. Employs 135, reports sales of $2.5 million; is a division of a large Dutch group. H. D. Heeres, sales manager, De Machinefabriek Noordwijkerhout B.V., 16 Gravendamseweg, Noordwijkerhout, Netherlands. P-73431.

3559 — FRANCE — Manufacturing rights for **industrial, domestic waste treatment and recycling equipment.** Firm presently produces cast iron heating boilers, incinerators and waste compactors. Employs 62, operates marketing division. Jean Pierre Poulet, manager, PRINCO, 44 rue de Paris, 94220 Charenton-le-Pont, France. WTDR. P-73422.

3564 — UNITED KINGDOM — Licenses to produce **light precision engineering products, particularly air flow and thermodynamic devices.** Firm makes air conditioning, cooling equipment for aircraft, industrial air blowers used in pneumatic conveying field and screw type compressors. Employs 700. L. Penwarden, director, Godfrey Engineering Ltd., Godfrey House, Hampton Road West, Hanworth, Feltham TW13 6DQ, England. P-73423.

3569 — JAPAN — A recent report from the U.S. Embassy in Tokyo describes the outlook for sales and licensing of **pollution control equipment;** describes market for U.S. equipment and technology, reviews present domestic production and lists a number of Japanese firms which have technical assistance agreements. Copy of report available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73416.

3585 — FRANCE — Firm engaged in installation of **industrial and domestic air conditioning, heating equipment** offers majority interest to U.S. firm. Concern has substantial orders from European customers, needs approximately $220,000. Assets include equipment and buildings; can provide warehouse space for U.S. equipment. Employs 130, including 5 engineers. S.A. Mougin—Societe Generale d'Equipements Ihermiques, Zone Industrielle, 54710 Ludres, Eastern France. P-73425. Additional details available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230.

3632 — SAUDI ARABIA — License, joint venture to manufacture **household refrigerators.** Firm can supply necessary capital. Planned initial production is 4,000 units annually. Saudi Arabia imported 36,000 refrigerators in 1971, estimated to increase to 68,000 by 1980. Mr. Adnan, Adnan Hamdo Al-Arnab, P.O. Box 1704, Riyadh. P-73418.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3641 — SAUDI ARABIA — License or similar arrangement to manufacture **domestic electric light bulbs.** Newly-established firm plans to establish several small industries. Has financial resources. Extent of participation by U.S. company open to negotiation. Mr. Adnan, Adnan Hamdo Al-Arnab, P.O. Box 1704, Riyadh. P-73417.

3711, 3531 — SWEDEN — Manufacturing rights for **street cleaning machines; asphalt paving machines.** Firm produces road graders, dumpers, and container handling equipment. Markets in EEC and EFTA; employs 600. Representatives of company prepared to visit U.S. to meet interested companies. K. S. Svensson, president, AB Nordverk, Box 79, S-541 01 Uddevalla, Sweden. WTDR. P-73424.

3714 — UNITED KINGDOM — Seeks joint venture or licensing agreement to manufacture **equipment and components for trucks and other commercial vehicles.** Firm employs 130, annual sales of $1.2 million. Distribution network is available in U.K., Benelux, Australia and other countries. J. D. Gregson, managing director, Atherton Bros. Ltd., Great George St., Preston PR1 1SS, England. P-73430.

3841 — INDIA — Exporter of surgical and hospital equipment desires American technical know-how to diversify into manufacture of **surgical blades and suture needles.** Raw materials and other items needed for production are available in the country. Size of plant will be determined in consultation with American collaborator. P. G. Shah, Commodity Commercial Corp. (CCC), 56 Sherif Devji St., Bombay 400003, India. WTDR. P-73427. OPIC.

5311 — JAPAN — Company offers joint venture or site for a **department store.** Shopping center complex to be built will include a 6,600 sq. m. space for the store. Site is in Matsudo, a 30-minute ride from central Tokyo. Area has 2.5 million middle- to upper-middle class shoppers. Construction can start in 1974; completion time estimated at one year. Final layout can be made in consultation with U.S. tenant or partner. Additional information available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Kazuo Kamiya, president, Matsukyu Co., Ltd., 13-5, 2-chome, Higashi-Nihonbashi, Chuo-ku, Tokyo. P-73420.

Austrian Industrial Sites Available To U.S. Investors

Industrial sites totaling about 985,000 square feet located in the municipality of Teesdorf, near Baden in Lower Austria, are available to U.S. firms planning new manufacturing ventures employing at least 80 persons. The sites can be bought or leased for $1.70 to $2.40 per square meter. No commissions will have to be paid on these sites, which are on flat ground at highway 17 leading from Vienna to Yugoslavia and Italy. Untapped labor reserves and a favorable climate appear to make this area an ideal location for manufacturing, assembly or service activities. Further details are available from Hofman & Maculan Bauaktiengesellschaft, Annagasse 6, A-1015 Vienna. P-73428.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write the Office of International Finance & Investment, BIC-286, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-2248, referring to the appropriate file number.

CANADA—Pallet racks and steel shelving. **File 2416**

FRANCE—Pneumatic respirators and resuscitators. **File 2417**

GERMANY — Portable or stationary sound absorbent wall for indoor or outdoor use. **File 2418**

GERMANY—Computer System and software for testing exhaust systems of automotive and other engines. **File 2419**

GERMANY — Fiberglass chair — one piece, molded, stackable. **File 2420**

SWEDEN — Automatic machinery to produce concrete roofing tiles for use principally in areas subject to tornadoes, hurricanes or extremes of temperature. **File 2421**

SWITZERLAND—Personal cable rescue device for descent from buildings and other heights. **File 2422**

SWITZERLAND — Electrostatic metal coating process and related coating epoxy. **File 2423**

El Salvador Buying Furniture For Teacher's Institutes

The El Salvador Ministry of Education's Committee for Building and Supplying Schools invites suppliers to bid on supplying furniture at an estimated cost of $118,500 for administrative offices and classrooms, and at industrial technical and agricultural institutes.

Correspondence in Spanish. Tender No. 13/73M, bid deadline August 10.

Complete specification charts in Spanish are available at a cost of $6 from the Proveeduria General de la Republica, Avenida Espana 613, San Salvador, El Salvador, Central America.

When charts are received from El Salvador, they will be available for review only, but not for loan, in Room 1128, Science and Electronics Division, BCABP-466, U.S. Department of Commerce, Washington, D.C. 20230.

Emerging Nations Seek UNDP Financial, Technical Help On 27 Development Projects

Eigteeen developing nations and the East African Community have submitted twenty-seven requests for financial and technological assistance from the United Nations Development Program.

Copies of these preliminary requests are available to U.S. firms either as guides to potential projects on which bid proposals may be requested, or as indications of the industrial and social plans of the requesting countries. U.S. firms are cautioned that these requests may not be approved by the UNDP for technical reasons. They have not yet been funded and no executing agency has been designated to implement them.

Interested U.S. firms may request copies from: Trade Opportunities Staff, BIC-267, Rm. 1322, Office of Export Development, U.S. Department of Commerce, Washington, D.C., 20230. Each request should include a pre-addressed label and identify each project by number, country and title.

BAH/72/001/C/01/14 — **Bahrain** — Sewerage;

BAR/73/002/A/01/14 — **Barbados** — Community health project;

BRA/70/550/C/01/31 — **Brazil** — Human resources planning;

COL/73/002/A/01/11 — **Colombia** — Advisory service to enterprises;

COS/72/017/A/01/14 — **Costa Rica** — Health program for rural communities;

ECU/72/006/A/01/20 — **Ecuador** — Center for telecommunications training;

ECU/72/017/A/01/12 — **Ecuador** — Agricultural planning and marketing;

ECU/71/527/A/01/12 — **Ecuador** — Strengthening the forestry services;

EGY/72/010/A/01/01 — **Arab Republic of Egypt** — Vocational training for rural electrification;

EGY/73/022/A/01/01 — **Arab Republic of Egypt** — Aswan regional development planning;

IND/73/004/A/01/37 — **India** — Development of new fabrics, South India Textile Research Assn., Coimbatore;

IND/73/017 — **India** — Improvement of flood forecasting systems;

IRA/73/005/A/01/01 — **Iran** — Public service reform and training;

IRA/72/010/B/01/12 — **Iran** — Intensive sheep meat production and marketing program;

MEX/73/502/A/01/14 — **Mexico** — Improvement of the environment;

NIC/72/513 — **Nicaragua** — Assistance in hydroelectric planning and the establishment of inter-oceanic navigation by canalizing the San Jan-Tamarindo rivers;

PHI/72/002 — **Philippines** — Fisherman's training center, Cavite City;

PHI/73/004 — **Philippines** — Meteorological workshop organization and instrument maintenance (Manila);

PHI/72/012 — **Philippines** — Mindanao regional development study;

PHI/73/013 — **Philippines** — Manila Bay region strategic development plan;

ROM/72/007 — **Romania** — Plant breeding and seed production;

ROM/71/510 — **Romania** — Planning water control and related dovelopment of upper Mures Basin;

URU/72/014 — **Uruguay** — Industrial technological development;

YUG/73/002 — **Yugoslavia** — Development of the Bar and Belgrade ports for the period 1971-85;

YEM/73/003 — **Yemen Arab Republic** — Civil aviation organization and administration, Sana'a;

RAF/68/109 — **East African Community** — Administrative improvement and training.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Chemical and fertilizer mineral mining

• **14700, 14900, 28100** — EGYPT — Cryolite, 3,500 m.t.; aluminum fluoride, 3,000 m.t.; sodium fluoride, 800 m.t.; calcium fluoride, 500 m.t.; anode paste material, 60,000 m.t.; coal tar pitch, 20,000 m.t.; and calcined petroleum coke, 40,000 m.t. Tender number and bid deadline not yet firm. The General Organization for Industrialization, Aluminum Smelter Project, Arab Republic of Egypt, 5 Emad El Din St., Cairo requires the above items. Total quantities of each are to be delivered in four equal shipments during a one-year period beginning May 1974. When complete tender conditions are issued a deadline date will be fixed, and it is expected to be reasonable for bidders. Further information relative to this project must be obtained directly from the above address. Product specifications have been received and are available from the Chemicals and Rubber Program, Materials Division, BCABP-458, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3468). A review copy will also be available at the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102, (415-556-5864).

General building contractors

•**15200** — OMAN — The Government is interested in contracting for 2,000 to 3,000 low-cost housing units to be constructed near Mutrah. Plans call for each unit to be surrounded by a wall 20 meters on a side. Living quarters will consist of three rooms, two of which are at least 12 feet by 12 feet. Units will have a flat roof which can be used as a sleeping area. Units may be connected in groups of four. Any suitable material can be used, since nearly all materials must be imported. Emphasis should be placed on ease of assembly and maintenance. Electricity and wells are available in the area. The contract will also include provision of roads. The Government plans to spend about 2,500 Omani rial ($7,500) for each unit, so the value of the contract is expected to be approximately $15 million for 2,000 units or $22.5 million for 3,000 units. The project is in the planning stages. Therefore it presents opportunities for consulting engineers and architects as well as manufacturers and erectors of prefabricated buildings and suppliers of other materials. Contact John Towsen, Economic Adviser to the Government of Oman, P.O. Box 750, Muscat, Sultanate of Oman.

Construction

• **16100** — MALAYSIA — Prequalification for construction of major highway, tunnel and bridge works on 24-mile stretch of the existing Kuala Lumpur-Karak Road. Bidding will be open to contractors incorporated in Asian Development Bank member countries. Prospective contractors must have extensive experience in projects involving major highway and/or tunnel construction. Foreign contractors may, if they wish, form joint ventures with Malayasian contractors for purpose of executing these works. Prequalification documents, along with a description of the works involved, are available from the Construction and Building Materials Program, DIBA-462, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602) and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., P.O. Box 36013, San Francisco, Cal. 94105 (415-556-5864). Prequalification deadline is July 19.

Heavy construction, except highway & street construction

• **16200** — PHILIPPINES — Prequalification to bid for construction of the Aliaga and Sto. Domingo Irrigation Systems of the Upper Pampanga River Project. Both are situated in Nueva Ecija, Central Luzon. Tenders will be called in September. Participation is limited to prequalified contractors from member countries of the World Bank. The contract includes: 1) construction of about 200 kms. of proposed laterals and sub-laterals, 150 kms. of feeder roads along canal embankment, 280 kms. of main farm ditches, 500 canal structures, 2,700 farm ditch check structures, and provision of adequate drainage facilities and appurtenant structures, and 2) construction and/or modification of about 12 kms. of earth protection dike and some special or major structures along a diversion canal. The construction work involves placing approx. 6,000 cu. m. of concrete, 810,000 cu. m. of earthfill for canal and dike embankment, 180,000 cu m. of earth excavation, furnishing and placing about 5,000 linear meters of various sizes of concrete pipe, and hauling, placing and compaction of about 50,000 cu. m. of road gravel surfacing. The National Irrigation Admin. (P.O. Box 465, Greenhills, Rizal, Philippines, D-738; cable: NIAPHIL, Manila) intends to subdivide the contract work into three schedules; work in the Aliaga area, including an earth protection dike and some structures along Diversion Canal No. 2, will form one schedule. The Santo Domingo area will be divided into two zones which will correspond to two schedules. Contractors will be prequalified to bid for any or all schedules. Requests for prequalification instructions shall be marked "Upper Pampanga River Project—Aliaga and Santo Domingo Areas" and should indicate the name, title and address of the person to whom future correspondence should be

directed. (Copies of the prequalification instructions are available from the Construction and Building Materials Program, DIAB-462, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., P.O. Box 36013, San Francisco, Cal. 94102, (415-556-5864).

●16200 — SOUTH AFRICA — Bid documents on the Sandvlei Lake dredging project (page 26 of the May 31 issue of *Commerce Business Daily*) are available for review in the offices of the Construction & Bldg. Materials Program, Room 2118, U.S. Department of Commerce, Washington, D.C. 20230.

Canning, preserving foods

20330 — SPAIN — Canned fruits and vegetables, all classes; in cans of 125 gms. to 500 gms. Requests quotations f.o.b. or c.i.f., Spanish port; requests literature, labels, etc. Simago, S.A. (I, D, R), Cartagena 34, Madrid 28.

Beverage industries

20853 — SPAIN — Bottled liquors: Whiskey, rum, gin, vodka, etc. Correspondence in Spanish. Mr. Bela Pontai Farkas (Export centro) (I, D), Naciones 15, Madrid 6.

20874 — FRANCE — Flavoring agents and food colorings in bulk meeting USP specifications. C.i.f. French port price quotations requested from manufacturers for quantities of five tons and more. Europe Transactions (I, D), 25 Rue de Belfort, 67100 Strasbourg-Neudorf.

Broad woven fabric mills, cotton

22110 — CAMEROON — Cotton fabrics, mill ends, prints and plains. Samples, catalogs requested. Ets. Lazare Kamtchueng (R, I, A), B.P. 110 New Bell, Douala.

Knitting mills, products

22532 — JAPAN — Knit outwear, sports shirts women's misses' and juniors', for resale. Van Jacket Kabushiki Kaisha (I, A, D, R), 3-2, Kita-Aoyama, 2-Chome, Minato-Ku, Tokyo.

22541 — JAPAN — Cotton knit underwear for men and boys. Shimizu Sangyo Co., Ltd., Attn: Hiromasa Morita, Dir. for Import-Export (I, D), Manshu Bldg., 15-12 Soto-Kanda 2-Chome, Chiyoda-Ku Tokyo (101).

Floor covering mills, products

22710 — LEBANON — About 16,000 sq. meters of wall to wall carpeting; estimated value $160,000. Interested U.S. firms are requested to reply by July 1. Societe Mediterraneéne Des Grandes Hotels S.A.L. (Hotel under constr.), P.O. Box 4364 Fattal Bldg., Port St., Telex Adaman 20839 Le, Beirut.

Yarn, thread mills, products

22842 — TAIWAN — 100% cotton threads, 100% nylon threads, 100% tetoron thread, 100% vinylon thread, t/c thread. Shen Yuan Industries Co., Ltd. (I, M), 198 Chung Hsin Rd., Sec. 5, San Chung City, Taipei Hsien 241.

Textile goods

22952 — PAKISTAN — Artificial leather, (patent) stock lot. Company intends to place trial order worth $10,000 immediately to import for resale artificial leather assorted color, width 54 inches, minimum length 75 feet. Requests c and f Karachi prices with earliest possible delivery date. Eastern Echo (I, A), Hafeez Chambers, 85 Shahrah-E-Quaid-E-Azam, Lahore.

22991 — PORTUGAL — Ribbons for gift tyings, decorative string, bows, rosettes and Christmas gift tyings. Alfredo Aires Alves De Sa (I, A, D), Rua Da Constituicao, 52, Oporto.

Men's, boys' furnishings

23210 — FRANCE — Men's shirts. Direct purchase & agency agreement. Ets Sody (M, A), 8 Rue Pauline Borghese, 92200 Neuilly

23214 — JAPAN — Sports shirts for men & boys' including uniforms. For resale. Van Jacket Kabushiki Kaisha (I, A, D, R), 3-2, Kita-Aoyama, 2-Chome, Minato-Ku, Tokyo.

23282 — JAPAN — Jeans, work pants for men and boys. Shimizu Sangyo Co., Ltd. Attn: Mr. Hiromasa Morita, Dir. for Import-Export (I, D), Manshu Bldg., 15-12 Sotokanda 2-Chome, Chiyoda-Ku Tokyo (101).

23290 — NIGERIA — Athletic clothing for men and boys, gymnasium clothing, track jerseys, athletic pants, short sleeve singlets, summer weight. Mr. Sam. I. Aina, Univ. Coach, Univ. of Lagos (I), Yaba, Lagos.

Girl's, children's, infants' outerwear

23610 — FRANCE — Children's and infants' ready-to-wear sport clothing. Direct purchase & agency agreement. Ets Sody (M, A), 8 Rue Pauline Borghese, 92200 Neuilly.

23620 — FRANCE — Children's and infants' ready-to-wear coats. Ets Sody (M, A), 8 Rue Pauline Borghese, 92200 Neuilly.

23690 — FRANCE — Children's and infants' ready-to-wear slacks. Direct purchase and agency agreement. Ets Sody (M, A), 8 Rue Pauline Borghese, 92200 Neuilly.

Fabricated textile products

23910 — SINGAPORE — Curtain materials for hotels. Direct purchase & agency. Anglo-Swiss Trading Co. Pte. Ltd., Werner Ernest Huber, Mgn. Dir. (I, A, D), Maxwell Rd., P.O. Box 1835, 267 Cantonment Rd., Singapore 2. Phone: 70491.

23928 — LEBANON — Linens: no iron sheets, blankets towels and pillow cases. Societe Mediterraneéne Des Grandes Hotels S.A.L. (Hotel under construction), P.O. Box 4364 Fattal Bldg., Port St., Telex Adaman 20839 Le, Beirut.

Sawmills, planing mills

24261 — ISRAEL — Wooden flooring for basketball court, tongue and grooved four sides; ¾" 20 mm thick, maple or birch; quantity approximately 1,000 sq. m. Would prefer to buy from agent in Israel which would include installation. Wants offers as soon as possible. A. Arenson Ltd. (Contractor), 48 Geula St., Haifa.

Millwork, veneer, plywood, prefabricated structural wood items

24321 — NORWAY — Panels, plywood, including non-wood backed, for building decorating and construction purposes, indoor and outdoor. Bygg-Kjeden As Norgros (Building materials purchasing firm), Filipstadveien 7, Oslo 2.

24330 — NORWAY — Panels for prefabricated wooden buildings. Bygg-Kjeden As Norgros (Building materials purchasing firm) Filipstadveien 7, Oslo 2.

Household furniture

25121 — JAPAN — Furniture, wood and upholstered, rich colonial or Early American Style chairs and ottomans, coffee tables and sofas. Nikko Trading Co., Attn: K. Maekawa (I, A, D), Shichijo Agaru Nishiojidori, Shimokyo-Ku, Kyoto.

Office furniture

25210 — DOMINICAN REPUBLIC — Office furniture, wood, including desks, chairs, bookcases, conference room furniture, etc. Exact quantities unknown at this time; catalogs, general price lists, including discounts for quantity purchase. Francisco J. Subero. Artistica Subero, C. Por A. (M, I, R), Ave. Nunez De Caceres, Ens, Mirado, Santo Domingo, Tel 533-6800.

25220 — DOMINICAN REPUBLIC — Office furniture, all types, metal, including desks, chairs, bookcases, conference room furniture, etc. Exact quantities unknown at this time; catalogs and general price lists, including discounts for quantity purchase. Francisco J. Subero, Artistica Subero, C. Por A. (M, I, R), Ave. Numez De Caceres, Ens. Mirado, Santo Domingo; Tel 533-6800.

Furniture fixtures

25990 — CAMEROON — Hospital beds. Dr. Happi J. M. Soho Fanguen, M.D. (Physician), B.P. 62 New-Bell, Douala.

Paperboard mills, products

26311 — KENYA — 500 tons of unbleached kraft linerboard and 180 tons of corrugating medium per mo. for manufacturing corrugated cardboard boxes. Seeks suppliers capable providing material regular monthly basis. Dodhia Packaging Ltd. (M), P.O. Box 46206, Nairobi.

Converted paper, paperboard items

26410 — FRANCE — Solvent impregnated paper and coated paper. Ets P. Barnier (M, I), 9-11, Rue Edouard Branly, 26001 Valence.

Paperboard containers, boxes

26540 — AUSTRALIA — Company seeks source of supply of disposable paper ware, paper drinking cups and plates, etc. Big Wholesale Supplies, Sydney (Wholesaler), P.O. Box N251, Grosvenor St., Sydney. NSW 2000.

Books

27313 — FRANCE — Educational books and magazines in english (economics, sociology, laws and literature). Direct purchase and agency agreement. Economica (I, D, Publisher), 51, Rue Vivienne 75015 Paris.

Industrial chemicals

28120 — UNITED ARAB EMIRATES — Soda ash, 98/100% packed in double poly bags of 50 kg. Firm orders 100 bags several times per year. United National Trading Co. (I, D, R), P.O.B. 555, Dubai.

28161 — PORTUGAL — Titanium dioxide (TiO_2). Euro-Atlantica Representacoes, Importacao E Exportacao, SARL (I, A), Avenida 5 De Outubro 91-40 E., Lisbon 1.

28163 — INDONESIA — Acetylene black for dry cell batteries; quality 99%, 250 tons annually. Sample requested. P.T. Everbrite Battery Factory (M), Jalan Rasak 7, Medan, North Sumatra.

28193 — KOREA — Sulfuric acid, 99 pct. Urgently seeks U.S. quotations for trial order of 200 tons. Firm produces and distributes lube oils, and monthly consumes about 40 tons of sulfuric acid which is now short supply on Korean market. If price is right, firm plans continue import U.S. supply for local distribution as well as for its own use. Dae Han Oil Industrial Co., Ltd., Kim Haing-Woo, Pres. (I, D, M), I.P.O. Box 2030, Seoul 100.

28194 — AUSTRALIA — Various chemicals and ingredients for use in animal feeds, including amino acids, macro and micro minerals, nicotinic acid, pantothenic acid, choline chloride, folic acid and U.G.F. sources. Products for use in manufacturing animal feeds although some for re-sale as special additives for feed. Rural Chemical Industries Pty. Ltd. (M), "Bilbimbie" Harrison's Lane, Glenorie. NSW 2157.

Synthetic materials

28210 — ECUADOR — Polyvinyl chloride (PVC) for use in insulation of electrical conductors, type TW. Needs 50 m.t. of PVC in compound in its natural color and 50 m.t. in black. Prices quoted should be c&f Guayaquil. Spanish correspondence. Ing. Eduardo Bustamante, CABLEC, Cables Electricos Ecuatorianos, C.A. (M), Apartado Postal 2730, Quito.

28211 — MALAYSIA — Polypropylene flat yarn grade and film grade, polyethylene—high density flat yarn grade, low density lamination grade, low density film grade, low density heavy duty grade, for manufacture of plastic bags. Monthly requirements 400 tons assorted. Quotations c&f Port Klang, normal packing, earliest delivery date, samples for testing. Prepared sign long-term contract with U.S. supplier. Kotabina SDN. Bhd. (Manufacturers' Representative), 14-A Pesiaran Ampang, Kuala Lumpur 16-07. Attn: Encik Kamarul Baharin B. Haji Abbas, Mgn. Dir.

28213 — PORTUGAL — Interested in buying on commission basis, 1-2,000 m.t. of low density polyethelene; immediate shipment. Requests price list. Firm must complete purchase arrangements urgently. Fernando Begonha Import Export, SARL (A, D), Rua Formosa, 400-1, Oporto.

28213 — SWITZERLAND — Low pressure high density polyethylene in fluff form (irregular powder); density 0.95 to 0.6, index 1-5 grams/10 minutes 50 to 60, for resale. Annual potential 400 to 800 m.t. for immediate delivery. Schaetti JG Co. (Plastic Powder Grinding Factory), Birgistrasse 5, Postfach 60, Ch-8304 Wallisellen.

28213 — TAIWAN — Thermoplastic compounds: polypropylene, polystyrene, polyethylene, abs, nylon 6 and 66, acrylic, natural and light colors, immediate purchase 500 tons each, partial shipment is allowed. Please offer quantity available each grade, price c. & f. Keelung or f.o.b. vessel. Lupton Trade Inter. Corp. (I, Exporter), 165 Nanking E. Rd., Sec. 2, Taipei 104.

28213 — SAUDI ARABIA — Plant for producing 20 million styrofoam plastic cups per year, possible additional production of styrofoam coolers and insulation. Offers c.i.f. Jidda with catalogs and delivery time. Banawi Factories (I, D, R), P.O. Box 922, Jidda.

28214 — ARGENTINA — High-impact polyurethane resin required for manufacture of plastic soles and heels. Estimated volume 600 tons per year in initial phase, possibility for expansion to 1,200 tons after one year. Decision will be based primarily on price, delivery terms; purchase arrangement desired within next quarter. Current price paid for import with next quarter. Current price paid for import of this product is approximately $2 dollars per kilo (c.i.f.). Compania Argentina De Hormas Para Calzado (M), Pavon 3947, Buenos Aires.

28214 — SWEDEN — Silicone resins. Institutet for Halvledarforskning AB (I, D, M), Fack, S-162 10 Vallingby. WTDR 5/73.

28219 — JAPAN — Waste of plastics and resin materials (polystyrene, ABS and polypropylene) produced in process of manufacturing plastic products, to be reused as raw materials. Pioneer Trading Co. Ltd. (I, Exporter), 5 Yokodaikan-Cho, Higashiku, Nagoya 461.

28232 — SWITZERLAND — 160 m.t. of polynosic viscose staple fiber; 1,3 density, 38 mm in balls; 270 m.t. of high wet modules viscose staple fiber; 1,4 density, 40 mm in balls; delivery between July and December; c.i.f. Amsterdam; offers as soon as possible. Products will be re-exported to East Germany. Aiuto Trading AG, Attn: Mr. H. C. Wirth (I, A, D), Postfach 117, Benstweg 12, 8032 Zurich.

28242 — INDIA — 20 m.t. polyester yarn with 75 deniers, 34 filaments, and twist 300 t.p.m. to 600 t.p.m. Vishwambharlal & Co. (D), 25/27 Nemani Bldg., Secdzd Bhoiwada, Bombay 400002. Attn: Mr. Vishwambharlal Gupta.

28242 — TAIWAN — Acrylonitrile for producing acrylic fiber, 2000 tons/mo. Caprolactam in flake form for nylon, 1,000 tons/mo. Kiefer Engineering Co., Ltd. (I, Engr.), P.O. Box 1560 Taipei.

Drugs

28331 — AUSTRALIA — Synthetic organic medicinal chemicals, especially antibiotics, for veterinary use and in animal feeds. Exclusive agency agreement preferred. Rural Chemicals Industries

Special Action

Each of the following direct sales trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

22992 — GERMANY — Aab-buckram for bookbinding in various colors. Needed very urgently and in large quantity. Hans Bartussek-Wejzagraph (I, D), 35 Kassel, Postfach 1062.

28000 — UNITED ARAB EMIRATES — Buyer wishes quotation on supply of 25 tons of tri-ethylene glycol with following specifications: specific gravity 20/20 1.126, mol. int; water percentage max 1, color 15, ash & acidity 0.005 & 0.005, viscosity (cps at 20 49), freezing point 4.3 C, flash point 330 F, distillation range 760 m/m hg, initial boiling point 288 C max., dry point 297 C mm, packed in steel drums of 46 gallons capacity. Availability and delivery time will be of primary importance. Mr. T. N. K. Panicker, Mgr., Abu Dhabi Hospital Supplies Ltd. (I, A, D), P.O. Box 366, Abu Dhabi, Cable: Hosplies Abu Dhabi, Telex: AH 261.

28213 — PORTUGAL — Acrylic plastic sheets. F. Monteiro Enes & Ca., Lda. (I, A, D), Lugar Da Igreja, Nogueira Da Maia.

28911 — HONG KONG — Assistance in locating American supplier of vinyl and vinyl asbestos for flooring; acoustical adhesives; contact adhesives for carpentry; and sealing adhesives. Requires each month one 40 foot container load of above; prices should be competitive with U.K. Shell, West Germany's Hinkel. Direct contact with manufacturers. Luen Tak Co., Attn.: Richard Lau, pres. (I, D), 709 Liu Chong Hing Bank Bldg. 24 Des Voeux Rd., Hong Kong.

32291 — PORTUGAL — Novelty glassware, giftware, high quality crystal items. Brochures. price list requested. Alfredo Aires Alves De Sa (I, A, D), Rua Da Constituicao, 52, Oporto.

34990 — SWITZERLAND — Novelty type tools and implements for the hobby and professional gardener; pet shop novelties, specialties mainly for dogs, cats and birds. Resale (wholesale and retail). Samen Mauser AG, Attn.: W. M. Haage (I, D, R), Zurichstrasse 94, CH-8600 Dubendorf.

36511 — PORTUGAL — Automobile radios, auto cartridge players. Auto cassette players. Alfredo Aires Alves De Sa (I, A, D), Rua Constituicao, 52, Oporto.

36514 — PORTUGAL — Hi Fi equipment, tuners, tape recorders, loudspeakers. Alfredo Aires Alves De Sa (I, A, D), Rua Constituicao, 52, Oporto.

37213 — BOLIVIA — Immediate customer for one DC-6 wide-door cargo aircraft. Wants light weight aircraft to haul cattle; expects to pay about $100,000, with up to $40,000 down. Delivery needed during June. Hugo Mirabal (A, I), Casilla 5801, La Paz. Cable: "Aviabol." Tel.: 50580.

37310 — COSTA RICA — Two reconditioned ferryboats. One approximately 180' x 50' open ends to accommodate motor vehicles and passengers; the second one, approximate 90'-100' x 32' open ends to transport 60 passengers, 10-15 trucks of 15 tons each. Transbordadores, S.A. (Transportation), APDO 601, San Jose, Telex CR-231, Tel.: 232555.

Pty. Ltd. (M), "Bilbimbie" Harrison's Lane, Glenorie. NSW 2157.

28331 — FRANCE — Antibiotics for food preservation and feed supplements in bulk meeting USP specifications, such as tetracycline, oxytetracycline, chlortetracycline, erythromycine, etc. C.i.f. French port price quotations requested from manufacturers for quantities of 5 m.t. and more Europe Transactions (I, D), 25 Rue de Belfort, 67100 Strasbourg-Neudorf.

28332 — FRANCE — Vitamins in bulk, such as A, B-1, B-12, C, etc., meeting USP specifications. C.i.f. French port price quotations requested from manufacturers for quantities of 5 tons and more. Europe Transactions (I, D), 25 Rue de Belfort, 67100 Strasbourg-Neudorf.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28424 — TAIWAN — Brass polish and other polishing preparations and related products. Tung Ta Trading Co., Ltd. (I, D), 115 Chungking S. Rd., Sec. 1, Taipei 100.

28440 — NIGERIA — Cosmetics for black clientele: face powders, foundation and bleaching creams, lipsticks, eye makeups and lotions, hair dyes and related products. Interested in handling complete cosmetic line. Gabriel Odukoya, Mgn. Dir., Interland Enterprises (Nigeria) Ltd. (I, D), 46 Docemo St., P.O. Box 5919, Lagos.

Agricultural chemicals

28790 — ITALY — Agricultural chemicals; insecticides; fungicides; acaricides; herbicidal preparations; hormone preparations for regulating the growth of plants. Seeks representation and also wishes to buy directly for resale in Italian market. Sariaf Spa (I, D, M), 1 Via San Silvestro 48018 Faenza (Ravenna).

Chemical products

28910 — GERMANY — Synthetic (non-oil) and special lubricants primarily for use in vehicles and machines; for resale. Prinz-Schulte KG Mineraloel-Import, contact: Mr. Beth (I, D, R), 502 Frechen/Koeln, Carl-Diem-Allee 12.

28993 — JAPAN — Insulation blankets made from natural butadiene rubber compound. M.I.L. or A.M.S. specification required, for resale. Goh Shoji Co., Inc. (I, A, D, M), 2-9, Ginza 8-Chome, Chuo-Ku, Tokyo.

Petroleum refining

29110 — AUSTRALIA — Paraffin and microcrystalline waxes for use as raw materials. Requirement as follows: A.) Microcrystalline waxes, ASTM melting pt. 180/185 F; 165/179 F; oil content percent, wt/wt 1.0 1.5; needle penet at 77 F 16 30; color n.p.a. pale amber 2 amber 2½; acidity nil, nil; saponification value nil nil; flash pt. 575 F 580 F; viscosity SSU at 210 F 80-85; laminating strength g/in—135; est. annual usage 100 tons, 50 tons. B.) Paraffin waxes, requirement is for all fully scale, semi-refined and refined paraffin waxes varying in grade from 125-135 F through 160-165 fm. pt. Current potential for these paraffin waxes is 500-1,-000 tons per annum; company's need for supply is immediate. List oil contents in supply specifications. K. H. Freeman Pty. Ltd. (M), P.O. Box 87, St. Mary's NSW 2760.

Fabricated rubber products

30698 — BELGIUM — Industrial gloves, vinyl or rubber coated for resale in Belgium. Quote c.i.f. Antwerp. Ets. H. Larssen (I, D), Van Arteveldestraat 46/48 2000 Antwerp.

Plastic products

30796 — NORWAY — Panels, building, corrugated and flat, plastic. Important purchasing firm owned by 15 wholesalers in building materials trade, located in major cities. Bygg-Kjeden As Norgros (Building materials purchasing firm), Filipstadveien 7, Oslo 2.

Flat glass

32114 — FRANCE — Glass to be used on aluminum window frames. Thickness: 4.8 to 5.5 mm; sheet glass: 6,8,10,12 meters. Equibat (I, D), 8, Rue De La Liberte, 25000 Besancon.

Glass, glassware

32291 — NEW ZEALAND — Table, art, and novelty glassware of average-above average quality. Only sole New Zealand agencies considered; catalogs and f.o.b. prices requested. Direct purchase & agency agreement. F. W. Cave Ltd. Contact: M. N. Furness, Mng. Dir. (I, A, D), P.O. Box 1685, Auckland 1.

Pottery, related products

32620 — LEBANON — Chinaware for hotel use. Societe Mediterraneéne Des Grandes Hotels S.A.L. (Hotel under construction), P.O. Box 4364 Fattal Bldg. Port St., Telex Adaman 20839 Le, Beirut.

32640 — SINGAPORE — Hotel porcelain tableware (for serving food and drink) and kitchenware (for cooking, preparing and storing food and drink). Direct purchase and agency. Anglo-Swiss Trading Co. Pte. Ltd., Werner Ernest Huber, Mgn. Dir. (I, A, D), Maxwell Road P.O. Box 1835, 267 Cantonment Rd., Singapore 2; Phone: 70491.

Abrasive, asbestos, nonmetallic mineral products

32960 — FRANCE — Fiberglass insulation. S.F.I.C. (I, D), 5 Rue De La Vanne, 92120 Montrouge.

Steel mill products

33123 — TAIWAN — Electrolytic tinplates of every description, such as excess primes, waste/waste. Products imported for resale. Maritime Engineering Service (I, Engr.), P.O. Box 265 Taipei.

33127 — TAIWAN — Steel sheets, soft, polished 0.4-0.65 mm thick; black steel sheets 1.0-1.2 mm thick; stainless steel sheets of (a) type AISI 430, 0.3-1.5 mm thick, size 12 inch x 60 inch. (b) AISI 304/301, 0.3-1.5 mm thick, size 24 inch. Maritime Engineering Service (I, Engr.), P.O. Box 265 Taipei.

33150 — ECUADOR — Galvanized steel wires for electric cables of aluminium ACSR. Needs 20 m.t. of wire 4.77 mm. in diameter, 20 tons of 3.78 mm., 10 tons of 3.37 mm., 20 tons of 2.12 mm. wire. Wire needed immediately since previous sources of supply unable to provide. Will need approximately 200 to 250 m.t. of wire yearly. Price quotations should be c&f Guayaquil. Spanish correspondence. Ing. Eduardo Bustamante, CABLEC, Cables Electricos Ecuatorianos, C.A. (M), Apartado Postal 2730, Quito.

Iron, steel foundries

33230 — TURKEY — (A) Carbon steel castings (sa 1030, sa 1040, sa 1050). Casting to be in the form of rods ranging in dia. between 30-60 mm, billets ranging in thickness and width from 40x40 mm to 70x70 mm; annual requirement: about 1000 tons. (B) Alloy steel castings (sa 8620, sa 3120, sa 8640, sa 4130, sa 4140), 300 tons required from type sa 8640 (250 tons sized 80x80 mm and 50 tons 50x50 mm); about 300 tons required from type sa 3120 sized 110x110 mm; other sizes annual requirement: about 1000 tons. Steel castings to be used in fabricating tractor and automobile components. Firm desires price quotations from U.S. suppliers on f.o.b. basis; delivery desired during the first quarter of 1974. Celik Sanayii A.S. Cumuriyet Caddesi No. 259, Atman Apt., Kat 6, Harbiye, Istanbul.

33211 — TAIWAN — Copper ingots of A.S.T.M. B5-43 for making electric wires. Maritime Engineering Service (I, Engr.), P.O. Box 265 Taipei.

Rolling, drawing, extruding of nonferrous metals

33512 — JAPAN — Copper tubing for air-conditioning freon gas pipes; diameter 6.35 mm, thickness of the tubing material 2 mm. For resale. Goh Shoji Co., Inc. (I, A, D, M), 2-9 Ginza 8-Chome, Chou-ku, Tokyo.

33512 — NORWAY — Tubing, copper-alloy. Solid drawn seamless condenser tubes ASTM B111, material CU/NI 90/10 (alloy 706) suitable for expanding into tubeplates at both ends, with Det Norske Veritas certificate. ¾" O.D. x 18 BWG average wall x 20'-2.1/2" length. Tolerance on O.D. plus/minus 0.003". Tolerance on length plus ¼" minus 0. Delivery mid-November 1973. 7150 pieces. Same quantity for November 1974 and 1975. Price to be firm and c&f Moss. Quotations requested as soon as possible by Telex 16334. Moss Rosenberg Verft, Attn: O. Jahr, Purchaser (M), P.O. Box 53, 1512 Jeloy.

33512 — PORTUGAL — Copper electrolitic sheet for deep stamping. Gauges 0.5, 0.70, 0.80, 1.00 and 1.2 mm half hard; 0.55, 060, 0.65 soft and half hard. 300 metric tons in sheets 1 x 2 meters or in coils; about 30 metric tons per mo. assorted. Firm must complete purchase arrangements urgently. Ajacto-Industria de Artigos Metalicos, Lda. (M), Rua do Rio, 89, Nogueira da Maia. Telex Rodvil 2213-P.

Nonferrous foundries

33610 — CAMEROON — Hospital utensils. Dr. Happi J. M. Soho Fanguen, M.D. (Physician), B.P. 62 New Bell, Douala.

Cutlery, hand tools, general hardware

34230 — CAMEROON — General hardware; for resale. Inexpensive materials; prepackaged ready for display. Ets. Lazare Kamtchueng (R, I, A), B.P. 110 New Bell, Douala.

34230 — NEW ZEALAND — Hand tools, particularly pliers; carpenters and home handymans tools. Only sole New Zealand agencies will be considered; f.o.b. prices requested. Direct purchase and agency. F. W. Cave Ltd. Contact: M. N. Furness, Mgn. Dir. (I, A, D), P.O. Box 1685, Auckland 1.

34232 — SWITZERLAND — Novelty type tools and implements for the hobby and professional gardener. For resale. Samen Mauser AG, Attn: W. M. Haage (I, D, R), Zurichstrasse 94, Ch-8600 Dubendorf.

34250 — TAIWAN — Hand hack saw blades, machine saw blades, band saw blades and raw materials. Shen Yuan Industries Co., Ltd. (I, M), 198 Chung Hsin Rd., Sec. 5, Sun Chung City, Taipei Hsien 241.

Fabricated structural metal products

34434 — TRINIDAD & TOBAGO — Aluminium cylinders 20 or 25 lb. capacity without valves, for liquid propane gas. Price quotations urgently required c.i.f. Trinidad for quantities of 5,000 and 10,000 units; estimated value of initial transactions TT$100,000. E. J. Lange & Co., Ltd. (I, A, D), Lady Hailes Ave., San Fernando, P.O. Box 67.

34490 — NORWAY — Panels for prefabricated metal buildings. Bygg-Kjeden As Norgros (Building materials purchasing firm), Filipstadveien 7, Oslo 2.

Coating, engraving, allied services

34790 — BRAZIL — Wishes modern equipment and know-how for surface treatment of iron and zinc, including electrolysis. Oscar S/A. Industria E Comercio. (M), Via Anhanguera KM 60, 5 Bairro Do Retiro, 13200 Jundiai, Sao Paulo.

Fabricated metal products

34970 — AUSTRALIA — Controlled density aluminized polyester with protective coating for bonding to interior surfaces of existing glass. Approximate specifications: gauge .001", color silver, available widths 24"-30"-36"-42"-48"-54"-58", visibility 90% infra red (heat) reduction 75% ultra violet (fade) reduction 88%. Company estimate initial requirement at between 60,000 and 100,000 sq. ft/yr. Company representatives expect to visit U.S. to negotiate with interested manufactures. Sun Safe Glass Coatings Glass Tinting and Application of Solar Films on Glass), 64 Hunter St., Strathfield. NSW 2135.

Engines, turbines

35110 — COSTA RICA — Turbo alternator set: (1) Turbine: continuous output 350-400 KW; steam pressure before stop valve 175 p.s.i.g.; steam temperature 475 degs. F.; steam back pressure 15 p.s.i.g.; steam consumption 40-42 lbs/Kw./h. (2) Alternator: 3 phase synchronous, voltage 220; frequency 60 C/S; power factor 0.8; automatic voltage regulator and switchboard instruments. Turbine equipped with stop valve, overspeed tripping device, speed generators, servomotor for operating governor valve etc. Peters & Co. (Coffee processor), Apartado 91 San Jose. WTDR in prep.

35193 — NORWAY — Marine diesel engines from 30/35 H.P. to 200 H.P., new, used, or reconditioned for re-sale. Rormateriell Stavanger A/S (D), Avaldsnesgate 60, 4000 Stavanger.

Farm machinery

● 35200 — LIBYA — Tenders requested for supply of six grain conveyors with accessories and spares. Contact: General Ports and Lights Corp., P.O. Box 648, Damascus St., Tripoli. Tender number 2/73; bid deadline July 18. Bidders should have local agent to provide parts and service.

35227 — TAIWAN — Hand lawnmowers. Tung Ta Trading Co., Ltd. (I, D), 115 Chungking S, Rd., Sec. 1, Taipei 100.

Construction, mining, materials handling machinery, equipment

35310 — TURKEY — Firm wishes purchase three front-end loaders with 1.5-ton capacity for ceramic tile plant which is scheduled to begin operations by November 1974. Desires f.o.b. and c.i.f. prices, descriptive materials, and payment terms. USAK Elektro Porselen Anonim Sirketi (UPAS) (M), Test I Pazari Torlak Pasaji.

35321 — SOUTH AFRICA — All types of mining equipment for resale. Buying decision to be based on quality, modernity of equipment. Gard-Rite (pty.) Ltd. (Jannie Van Zyl) (I, A, M), P.O. Box 57088, Springfield, Johannesburg, Transvaal.

35370 — TURKEY — Firm wishes to purchase one dump truck with eight ton capacity and five fork-lifts with 1.5 ton capacity for ceramic tile plant scheduled to begin operations November 1974. Desires f.o.b. and c.i.f. prices and payment terms. USAK Elektro Porselen Anonim Sirketi (UPAS) (M), Test I Pazari Torlak Pasaji.

Metalworking machinery

35414 — PAKISTAN — Surface grinding machine, maximum grinding length 75 mm., width 308 mm. and workpiece height 320 mm., for use in manufacturing surgical instruments. Wishes to install grinding machine to mechanize present manual manufacturing process, requests c&f Karachi prices, catalogs, delivery date. Intends to finalize deal within three mos. M. S. Mian & Sons (M), Mujahid Rd., Sialkot.

35420 — ITALY — Bolt and nut cold making machinery. One set equipment for the manufacture of bolts from 8 mm (about 1/3") up to 22 mm (about 9/10") diameter. Hexagonal head, metric thread (UNI standards: M/A) and equipment to make relative nuts. New and advanced equipment is desired including cold forging press, bolt heading, threading and nutting machines. U.S. proposals should reach the company by September. I.C.R.A. Officine Per Costruzioni Meccaniche (M), Contrada S. Antonio, 67100 L'Aquila.

35423 — PAKISTAN — Pneumatic die forging hammer for use in manufacturing surgical instruments. Wishes to install machinery to mechanize present manual manufacturing process. Requests c&f Karachi prices, catalogs, delivery date. Intends to finalize deal within three mos. M. S. Mian & Sons (M), Mujahid Rd., Sialkot.

35484 — TAIWAN — Electrical vacuum cleaners, floor polishers and related products. Tung Ta Trading Co., Ltd. (I, D), 115 Chungking S. Rd., Sec. 1, Taipei 100.

Special industry machinery

● 35500 — COLOMBIA — Design, manufacture, supply and installation of: pressure tubing, one distributor, metal lining, one butterfly valve, one flap gate, accessories for the above items. All these items are for the Guatape Hydroelectric Project. Tender number 12/5/73; bid deadline August 29. Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga Oficina 607, Medellin. Terms and specifications are available at above address for 1,500 pesos for the first copy and 750 pesos each additional copy ($1=24 pesos, approx.). Empresas Publicas de Medellin is the public utility branch of the Municipal Government. This bid is partially financed by the World Bank (International Bank for Reconstruction and Development).

● 35500 — ECUADOR — Machinery for a paper plant with a capacity of 120,000 m.t. per year: 80,000 tons of kraft liner paper and 40,000 tons of medium corrugated paper. The kraft liner paper produced will be 42, 47 and 69 pounds per thousand square feet in weight and the corrugated will be 30, 31, and 33 pounds per thousand square feet. Should be capable of producing paper from a mixture of sugar cane fiber and imported fibers. May be diesel or electric. Catalogs, specifications, and other technical information desired. Prices quoted should be f.o.b. or c.i.f. Guayaquil, including weight information, cost of installation up to operational readiness, cost of any needed additional construction, date of delivery, master plan for the execution of the project, payment terms. Tender number and bid deadline not specified. LCDO, Leonel Sarmiento Arias, Director Ejecutivo, Centro de Desarrollo (Cendes), Caracas 172, Quito.

35521 — GREECE — Knitting machinery for men's cotton socks with terrycloth type absorbent toes and synthetic yarn reinforced toes and heels. Descriptive material, prices requested for entire range of machinery. Chamber of Commerce (I, M), 50A Omonia St., Kavala.

35521 — GREECE — Complete cotton spinning mill, 60,000 spindle capacity, to process 3,000 kilos of yarn per 8-hr. period. Planned cost $9 million. Nicolaos Mantzouridis (M), NEA Efkarpia, Thessaloniki.

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity with 3,000 ton annual production of cotton yarns. Total cost estimated at approx. $4 million; hopes to find U.S. suppliers. Offers should include production capacity, delivery time, cost of complete plant and detailed specifications. Socratis Iatropoulos (M), 4 Posidonos St., Harilaou, Thessaloniki.

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity to produce 2,000 kilos of cotton yarn and 300 kilos of synthetic yarns per 8-hr. period. Total cost estimated at approximately $4 million. Offer for turnkey mill should include production capacity, delivery time, cost, and detailed specifications. Vamvakourgiki Ellados S.A. Attn: Mr. E. Galatas (M), Gwr Nikis St., Athens. (Plant at: Diavata, 7th Kilometer Thessaloniki-Kilkis Rd., Thessaloniki).

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity, to produce 2,000 kilos of cotton yarns and 300 kilos of synthetic yarns per 8 hr. period, processing domestic cotton. Total cost estimated at approx. $4 million. Firm requests offers including blueprints and specifications, production capacity and total cost. Velma S.A., Attn: G. Hadjivalassis (M), 18 Katouni St., Thessaloniki.

35521 — GREECE — Complete cotton spinning mill, 2,180 spindle capacity, with production of 2.2 million kilos grade 30 yarn per 6,000-hour period. Cost of mill equipment, without spooling and coning machinery (already ordered from European source), estimated at $5.1 million. Additional $25,000 budgeted for spare parts and $37,400 for accessories. Interested in joint venture with U.S. participation of up to $1 million. Decision to be made on basis price, credit terms, and speed of installation. Mill to be constructed at Alexandroupolis in Northern Greece with access to local and excess Turkish cotton production. Papazoglou-Nicolaides Co. (M), John G. Papazoglou, Socratous 3, Kalithea, Athens. WTDR on request.

35521 — PAKISTAN — Textile spinning machinery for 12,500 spindles — complete, integrated plant — including equipment for blow room, carding, drawing, and reeling, simplex and ring frames; average count 30. Firm requests quotations, indication of delivery period. Abbas E. Millwala, Mgn. Dir., Muhammadi Textile Mills Ltd. (M), Steel House, West Wharf Rd., Karachi-2.

35521 — PORTUGAL — Circular knitting machines for under, outerware, flat jacquard knitting machines, calenders. Refitex - Comercio Geral E Representacoes, Lda. (I, A, D), Rua Julio Dinis, 585-1. Esq. Frente, Oporto.

35531 — GREECE — Complete machinery for plant with annual capacity of approx 20,000 cu. meters of plywood for interior and exterior veneers, laminated chipboard. Interested in unit utilizing all by-products of plywood production; offers should include plans for buildings to house plant and availability of technical assistance for installation and initial phase of operation. Total investment estimated at $2 million. Dimitrios Katsaros (I, M), 6 Monastiriou and Agion Panton Sts., Thessaloniki.

35540 — HONDURAS — New or reconstructed machinery to install plant to manufacture paper bags and carton boxes; 5,000 unit each, daily output (8 hour shift). C.i.f. Puerto Cortes. Proforma invoice quotation requested, also literature. Elias Mena Y Cia., Attn: Jose Mena (I, R, M), Apartado 356, Tegucigalpa, D.C.

35540 — HONDURAS — New or used (reconstructed) paper mill to produce kraft and bond paper; 50 tons daily output, c.i.f. Puerto Cortes. New or used (reconstructed) paper mill to produce cardboard in sheets; 20 tons daily output. C.i.f. Puerto Cortes. Nicolas Atala, Conpacasa (I, M), Apartado 518, Tegucigalpa, DC.

35540 — NIGERIA — Complete plant for manufacturing cleaning tissues, paper napkins, toilet rolls, disposable paper products, paperboard from waste paper and newspapers. Quotations desired c.i.f. Sapele. Management will require turnkey or initial technical assistance in establishing paper converting plant. G. I. Igbinedion, Mgn. Dir., Mid-Motors Nigerian Co. Ltd. (I, D, M), Urubi St., Benin-Lagos Rd., P.M.N. 1140, Benin City, Midwestern Nigeria.

35590 — TURKEY — Firm now planning to build ceramic tile plant with production 5000 tons and to import nearly $2 million worth of tile-making equipment. Machinery to be imported would include raw material washing and crushing unit, clay processing and glazing unit, drying unit, shaping and molding unit, "biscuit" tunnel furnace, glazing tunnel furnace, and glazing control unit. Desires c.i.f. and f.o.b. prices, payment terms, and descriptive materials for entire line of machinery for each unit. Firm expects make purchase decision in next few months and anticipates machine installation will be completed by October 1974. USAK Elektro Porselen Anonim Sirketi (UPAS) (M), Test I Pazari Torlak Pasaji.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

26211 — MALAYSIA — 2,000 tons offset newsprint needed urgently. Paper weight 52 grams, width 32 in., diameter 39 in., core 3 in. Quotations C&F Port Klang, per metric ton, earliest delivery date and terms of payment. Malayan Thung Pau (newspaper), 40 Jalan Lima off Jalan Chan Sow Lin, Kuala Lumpur. Attn: Chiew Poh Wah. Cable address: Thungpress.

26471, 28441, 28423, 35642 — PORTUGAL — Sanitary napkins; perfumes, cosmetics, other toilet preparations; toilet bowl cleaner and drain pipe solvents, deodorants, other specialty detergents; dust collection and air purification equipment. Unisan-Sistemas, Equipamentos E Productos De Higiene, Lda. (A, D), Rua De S. Dinis, 17, Oporto.

28215 — ECUADOR — Polyvinyl chloride resin (PVC), type suspension of A K Value 65 equal to Diamond Shamrock's 450 or equal. Firm wishes to purchase 100 metric tons every six weeks; prices quoted C and F Guayaquil. Thomas MacDougall, Mgr., Cipac, Ltda. (M), Avenida Julio Zaldumbide 340, Quito.

35811 — PORTUGAL — Automatic, coin-operated vending machines for ticket issuing. Sisteca-Sist. E. Equip. De Tecnologia Avancada, Lda. (I, A, D), Rua De Grijo, 136, Oporto.

36625 — GERMANY — Lowweight, small radar units for military airborne and missile-borne applications. Bundesamt Fur Wehrtechnik Und Beschaffung, Attn: Mr. Wendland (Government Agency), 5400 Koblenz, AM Rhein 2-6.

36626 — GERMANY — Erosionproof radoms. Bundesamt Fur Wehrtechnik Und Beschaffung, Attn: Mr. Wendland (Government Agency), 5400 Koblenz, AM Rhein 2-6.

35593 — GREECE — Plastics machinery and plant equipment; desires contact for technical advice. Deliveries to be phased over 1-2 year period; client prepared place order as soon as possible, depending on suitability of equipment, price, and credit terms. Marmara Kavalas, S.A., Attn: Demosthenis Angelakis (M), Marmara Kavalas, S.A., P.O. Box 11, Kavala.

35593 — PORTUGAL — Machines for manufacturing shells of plastic material for cassettes and cartridges. Radio Triunfo, Lda. (I, A, D), Praca Do Municipio, 309, Oporto.

35594 — AUSTRALIA — Rubber tire chopper or disposal systems capable of handling in excess of 4,000 car tires and 200 truck tires per day. Preference will be given to systems which re-cycle the rubber although other systems of destruction will be considered. Pincott & Co. (Scrap Tire Disposal), 53 Alamein Ave., Carlingford. NSW 2118.

35594 — TAIWAN — Rubber thread-making machine for mfg. stretch band no. 32-36, 20 tons/month, no. 44-50, 17 tons/month, no. 58-64, 12 tons/month, no. 90-110, 5.5 tons/month. Machine to be imported for resale; supplier should provide technical training service. Goldword Industrial Co., Ltd. (I, D, Engineer), 25, Lane 369, Tun Hua S. Rd., Taipei 106.

35595 — GERMANY — Machinery or apparatus for making cotton tips for swabbing. Commercial Section (File No. 30), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

35595 — GREECE — Aluminum dieforming, extruding and drawing machinery for manufacture of sliding window and door frames for sale in Greece and Eastern Europe. Firm interested in capacity of under five tons per 8-hour period, will consider larger equipment if price agreeable; requests descriptive material, technical specifications for building and power requirements, prices, credit terms and availability of technical assistance for installation and initial phase of operation. Ilias Kokoros (I, M), 30 Hippodromiou St., Toumba, Thessaloniki.

35595 — TAIWAN — Complete machinery for processing of raw hides and producing leather goods. Taiwan International Enterprises (M, I), P.O. Box 22969, Taipei.

35595 — THAILAND — Complete plant using fluorspar as raw material to produce freon gas. Technical know-how required. Requests estimated cost on turnkey basis and other necessary details. Sahachart Mining Co., Ltd., Attn: Suchart Phuphanich (M), 12 Dindaeng Rd., Bangkok.

35595 — TURKEY — Cement making equipment: (A) one rotating kiln with a daily capacity of 3000 tons, electro filter for same; (B) grinding unit; (C) crushing unit; (D) necessary electrical components; (E) conveying unit (steel and/or rubber). Firm expects deliveries will be required in early 1974; quotation for rotating kiln has been requested from Elex of Switzerland and other quotations to be sought from Japanese and European firms. Aslan Ve Eskihisar Cimento Ve Su Kireci Fabrikalari A.S. (M), Tersane Caddesi, Koksalan Han, Kat 2, Karakoy, Istanbul.

35595 — TURKEY — Complete machinery and equipment for manufacturing straight stitch, overlock type industrial sewing machines, clutch engines for same, electrical fabric cutting shears. Firm desires prices, technical details and lay-out drawings for above machinery. Nuzhet Oncu (M, A), Namik Kemal Caddesi 109, Aksaray, Istanbul.

35595 — VIETNAM — Machinery to equip a plant to produce prestressed

concrete structural beams, output 50 to 60 cu. m. of beams per 8-hr. day. Quotations, U.S. dollars f.o.b.; separate quotation of freight, marine insurance required. Electric power: 220/380 volts, 3 phase, 50 cycle. Nha Tien Chec Congty (NHATICO) (I), 39 Hai Ba Trung, Saigon 1.

General industrial machinery

35663 — JAPAN — Self-seal couplings for separate type room coolers. Goh Shoji Co., Inc. (I, A, D, M), 2-9, Ginza 8-Chome, Chou-Ku, Tokyo.

Office, computing, accounting machines

●35700 — AUSTRALIA — Supply, delivery and installation of accounting machine equipment. Tender No. G7; bid deadline August 1. Terms and specifications available from The Southern Riverina County, Box 169, Po Wagga Wagga, NSW 2650, Australia, and when specifications are received they will also be available from the Science and Electronics Division BCABP-466,, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●35700 — AUSTRALIA — Supply, installation and maintenance of a computer system including terminal and communication interface equipment and programs to support the operation of the systems. Terminals planned for Canberra, London, and Washington. Tender No. FA2/73, bid deadline Nov. 16. Potential tenderers should contact: The Secretary, Foreign Affairs Tender Board, Dept. of Foreign Affairs, Administrative Bldg., Parkes, A.C.T. 2600 Australia.

35791 — TAIWAN — Pencil sharpeners and materials for the manufacture of pencil sharpeners. Shen Yuan Industries Co., Ltd. (I, M), 198, Chung Hsin Rd., Sec. 5, Sunchung City, Taipei Hsien 241.

Service industry machines

●35800 — KENYA — Supply and erection of refrigeration equipment, insulation and cold storage equipment. To be included: 13 cold rooms, 4 air locks, 100 air curtains, 5 compressors, 2 evaporators; plant will have 50T cooling capacity, producing 600,000 BTU per hour. Estimated cost $700,000. East African Harbours Corp. is seeking to prequalify potential bidders. Interested contractors should submit information regarding experience in similar projects, capacity for carrying out this project, and financial position. Applications should be sent to Carl Bro, Roughton & Partners, P.O. Box 46505, Nairobi, for the attention of A. Fog. Qualified tenders will receive bid invitation August 1.

35820 — FRANCE — Service industry machines; commercial laundry presses; for distribution throughout southwestern France. Chaix and Co. (I, D, A), 84 Route De Bordeaux, 33260 La Teste.

35820 — LIBERIA — Complete machinery & equipment for a dry cleaning setup. Prices to be quoted c.i.f. Monrovia. Watanmal (Liberia) Incorp. (I, D, R), Water St., P.O. Box 394, Monrovia. Cable: "Watanmal", Monrovia.

35853 — ZAMBIA — Firm wishes to purchase steady supply of L.P.G. fired commercial catering equipment (stoves, refrigerators, etc.) Zamox Ltd., Attn.: D. J. Woodworth, Mgn. Dir. (I, A, D), P.O. Box 252, Ndola.

Electrical industrial apparatus

36215 — UNITED KINGDOM — Brushless self-exciting alternators. Application: farm generators, which will be driven from an agricultural tractor; range, from 2 to 40 kva, at 0.8 p.f.; output, 120-0-120 volts 3 wire single phase, or 440 volts 4 wire 3 phase; regulation, within 5%; response, 3 seconds start to peak. Tapdon Developments Ltd., Attn: D. A. Leadbeater, Dir. (M), Tapdon House, The Common, West Runton, Norfolk.

36292 — JAMAICA — Kit or knock down, fully automatic regulated power supply units for telephone systems for assembly in Jamaica. Specifications: input: 110 volt, plus or minus 10%, 50 cycle; output: 48 volts D.C., in 6, 10, 12, 18, and 25 amp sizes. 100 units plus annually. Technical specifications, prices requested. Caribbean Communications Services Ltd. (A, I, D), 1A Central Rd., Kencot, Kingston 10.

Household appliances

36343 — JAPAN — Electric massagers, health aid exercisers, sauna bath units. Nikko Trading Co., Attn: A. K. Maekawa (I, A, D), Shichijo Agaru Nishiojidori, Shimokyo-Ku, Kyoto.

36343 — NORWAY — Automatic electric coffee brewer for household use. Specifications: one part containing water supply and heating unit, the other a glass pot with handle and separate detachable container for ground coffee on top. Electric wiring 220 volts AC, meet Scandinavian electrical standards; would consider having wiring done at one of their plants. Exclusive representation for Scandinavia or private label arrangement. A/S Nordisk Aluminium Industri, Attn: Ralph Dyrness, Mgn. Dir. (D, M), P.O. Box 278, 1501 Moss.

36344 — TAIWAN — Electrical household appliances. Tung Ta Trading Co., Ltd. (I, D), 115 Chungking S. Rd., Sec. 1, Taipei 100.

36360 — HONDURAS — Special industrial (automatic) sewing machines, to produce 200 jackets and 1,000 trousers (men's and women's) daily in eight hour shift; c.i.f. Puerto Cortes. Proforma invoice quotation, illustrative literature requested. Elias Mena Y Cia., Attn: Jose Mena (I, R, M), Apartado 356, Tegucigalpa, D.C.

Electrical lighting, wiring equipment

36425 — ECUADOR — Mercury street lamps, new or used. Wishes to purchase 5,000 or 6,000 units depending on price. Prices quoted should be for Guayaquil. Spanish correspondence. Lcdo. Daniel Toral, Gerente. (Municipal Electric Co.), Empresa Electrica Cuenca C.A., Cuenca.

36426 — FRANCE — Lighting equipment for television studios, cinema, theater spots and fixtures for this equipment. Societe A. E. Cremer (I, M), 183 Rue Lecourbe, 75015 Paris.

36426— TRINIDAD & TOBAGO — Components such as ballasts, lampholders, etc., for manufacture of fluorescent lighting fixtures. Seeks direct purchase arrangement on continuing basis. Agos Mfg. Ltd., (M), 1 Concession Rd., Sea Lots, Port of Spain.

Radio, television receiving sets

36512 — GREECE — Information, prices on approx. $15,500 worth of 19, 24, and 25 inch screen non-color television sets, with electronic channel selection. A. Kastro, A.E. (I, D), 25 Megalou Alexandrou St., Thessaloniki.

36513 — SPAIN — Amplifiers and preamplifiers, audio, household. Corma, S.A. (I, D), Modesto Lafuente 18, Madrid 3.

36515 — SPAIN — Loudspeakers for stereophonic sound reproduction. Corma S.A. (I, D), Modesto Lafuente 18, Madrid 3.

Communication equipment

●36600 — AFGHANISTAN — Supply and installation of all equipment required to increase capacity of three local automatic telephone exchanges, two from 3000 to 5000 subscriber units each, and one from 7000 to 8000 units; new installations will have to be compatible with present equipment which is Siemens (W. Germany). All prices to be quoted in both dollars and Deutschmarks. Tender No. 8, bid deadline August 31. Tender documents available from Eng. S.M.N. Alawi, Pres., Telephone & Telegraph Dept., Ministry of Communications, Royal Government of Afghanistan, Kabul. When tenders are received from Afghanistan they will be available on five-day-loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●36600 — GREECE — Supply of five TV transmitters and five translators for the Armed Forces information service (Yened). Tender No. 624/1973, bid deadline July 24. Invited by the Ministry of National Economy (Commerce Dept.), Fourth Directorate of State Purchases, 20 Canningos St., Athens. Tender documents are available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●36600 — EL SALVADOR — Supply of telephone cable, including coaxial cable and cable installation hardware. Tender No. 1/73 bid deadline August 30. The estimated cost is $4.5 million, financed by the World Bank. Complete specifications, in Spanish, costing $120 for one copy and $20 for each additional copy are available from the Administration Nacional de Telecommuncaciones (ANTEL), Departamento de Suministros 5A, Avenida Sur Y 2A, Calle Poniente, San Salvador, El Salvador, C.A. A copy is available for review, but not for loan, from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

36621 — SIERRA LEONE — Two-way com. equip. to be used for communication between Freetown bank and upcountry branches (greatest distance approx. 200 miles). Sets should be of medium size to be housed in office, equipment must be Olojaway or equal; three units required. Specifications, quotations desired early. Arrival deadline for equipment is end of July. Buy on cash basis. Sierra Leone National Commercial Bank (Government Commercial Bank), Walpole St., Freetown.

Electronic components, accessories

36749 — GERMANY — Solders and components for semi-conductors. Quantity, volume, and estimated value will depend on type of parts offered; no special delivery requirements or deadline. Commercial Sec. (File No. 28), Ameri-

can Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

36795 — JAPAN — For resale, Gold and silver plating liquid compounds for electronics, laminated insulation board for electronics. Direct purchase & agency. Goh Shoji Co., Inc. (I, A, D, M), 2-9, Ginza 8-Chome, Chuo-Ku, Tokyo.

36795 — PORTUGAL — Tape duplicating systems for cassettes and cartridges. Radio Triunfo, Lda. (I, A, D), Praca Do Municipio 309, Oporto.

Electrical machinery, equipment, supplies

36920 — SOUTH AFRICA — Photo flash batteries. Direct purchase and sole distributorship arrangement. Siman & Co. (Pty) Ltd. (I, D), 39 Buitenkant St., Cape Town, Cape Province.

36930 — CAMEROON — X-ray apparatus for use in planned 50-bed private medical clinic. Dr. Happi J. M. Soho Fanguen, M.D. (Physician), B.P. 62 New-Bell, Douala.

Motor vehicles, equipment

37113 — EL SALVADOR — 100 44 to 50-seat new buses, an estimated cost of $2 million; body by Blue Bird, Ward, Oneida, Carpenter, All America or International-Superior; 210 h.p. diesel motor of 8 cylinders in "V" by Cummins, Caterpillar or equal. Purchaser request earliest possible price quotations at U.S. factory, and c.i.f. to Guatemalan Port of Santo Tomas De Castilla Asociacion Cooperativa De Pilotos Transportistas De R.L. (Bus Drivers Cooperative), A/C Instituto Salvadoreno De Fomento Cooperativo (Insafocoop), Avenida Norte Y 5A. Calle Poniente 404, San Salvador.

37140 — ISRAEL — Used automatic gearbox units in good condition. Direct purchase in the initial stage with the possibility of agency agreement later on. Kessler Bros. (I, M), Itzhak Sadeh 40, Tel Aviv.

Aircraft, parts

37211 — JAPAN — For resale, gliders and balloons. Van Jacket Kabushiki Kaisha (I, A, D, R), 3-2, Kita-Aoyama 2-Chome, Minato-Ku, Tokyo.

37212 — AUSTRALIA — Second-hand Cessna 172 or 182. Must be in very good condition to comply with stringent Australian air-safety regulations. Purchaser requires for private use. Dr. R. H. Coates. (Medical Practitioner), 131 Wickham Ter., Brisbane, Queensland 4000.

Ship building, repairing

37310 — SINGAPORE — End user interested in buying any ships, 10-20 yrs. old and of 6,000 to 10,000 tonnage. Ngoh Hong Hang (Pte) Ltd., Mng. Dir.: Mr. Ng Swee Hong (I, D), 35 Hong Kong St., G.P.O. Box 75, Singapore-1. Cable address: Shipping Dept.-Ngohoship; Produce Dept.-5522 Telex No.: RS1740 Honship.

37311 — PAKISTAN — Ships to be scrapped, any capacity, preferably big cargo ships. Will import over-aged ships for purpose of dismantling and using it as scrap partly in its own foundries and partly for resale to other mills. Commerce & Industries Corp. (CIC) (M, I, D), 2nd fl. Gardee Trust Bldg., Napier Rd., Lahore.

37320 — NIGERIA — Boats, motorboats and rowing boats for university sports program. Sam. I. Aina, Univ. Coach, Univ. of Lagos (I), Yaba, Lagos.

Railroad equipment

●**37400 — MALAYSIA** — Supply of 110 rail bogie wagons c.i.f. Port Klang. Bid deadline August 8. Lot includes 45 bogies, flat low-sided container wagons meter gauge complete with riveted underframes, retractable twistlock type container securing devices, sab brake regulators, MCA-DA type couplers, as specified. Alternatly, 45 low-sided wagons fitted with other than twistlock security devices. Lot also includes 65 low-sided bogies with riveted underframes, for ride control, sab brake regulators, and MCA-DA type couplers etc. Tender documents available from The Crown Agents for Overseas Governments and Adm., 4 Millbank, London S.W.1 Tender Crown Ref.: L2B/Mal Rly WB 1/40281/2.

●**37400 — MOROCCO** — Supply of material and parts, for assembly in Morocco, of six hundred and twenty (620) standard rail cars as follows: 100 flat bogie unified type 1; 120 covered bogie unified; 100 open-roofed hopper bogies; 300 flat with two unified axles. Bid deadline August 2. Specifications available from Transportation and Capital Equipment Division/464, Room 1120, U.S. Department of Commerce, Washington, D.C. 20230. Correspondence, in French, should be addressed to Monsieur le Chef du Service Materiel et Traction, ONCF, 19 Ave., Allal Ben Abdellah, Rabat, Maroc.

●**37400 — MOROCCO** — Supply of forty railroad vans for transport of ballast. Bid deadline August 2. Specifications available from Transportation and Capital Equipment Division/464, Room 1120, U.S. Department of Commerce, Washington, D.C. 20230. Correspondence, in French, should be addressed to Monsieur le Chef du Service Materiel et Traction, ONCF, 19, Ave. Allal Ben Abdellah, Rabat, Maroc.

Motorcycles, bicycles, parts

37510 — AUSTRALIA — All types motor cycle equipment, accessories. John Thompson Holdings Pty. Ltd. (R), 358 Parramatta Rd., Burwood, NSW 2134.

37510 — JAPAN — Bicycles and parts, for resale. Van Jackets Kabushiki Kaisha (I, A, D, R), 3-2, Kita-Aoyama, 2-Chome, Minato-Ku, Tokyo.

Instruments for measurement, analysis and control

●**38200 — KOREA** — Supply and erection of signaling equipment for centralized traffic control in the area of Seoul. Project is to implement and install the CTC system in the area of Seoul to make the railroad operation more efficient and to adopt a modern signaling system into the electrification. Tender No. KFW/L-73075-PII, bid deadline August 27. Terms and specifications available from the Office of Supply Govt. of Korea, Seoul, for the Korean National Railroad. A copy of the specifications is available for review, but not for loan, at the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230.

Optical instruments, lenses

●**38300 — INDIA** — Supply of 1500 kg. high efficiency microglass fiber filters. Tender No. PDN: BARC: MIA: 3430, bid quotations as early as possible. Tender documents available from Bhabha Atomic Research Centre (BARC), Purchase Division, Mohatta Bldg., Palton Rd., Bombay 400001, India. Attn: M. G. Subramani. When tenders are received from India, they will also be available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

Surgical, medical, dental instruments

38410 — ISRAEL — Operating tables, oxygen tents, ultrasonic medical equipment, instruments and apparatus, ophthalmic trial cases, ophthalmometers, ophthalmoscopes, retinoscopes, corneal microscopes, slit lamps, test charges, muscle exercise apparatus, etc. Catalogs and prices requested. Tahal Consulting Engineers Ltd. (Consulting Engineers and Advisers), 54 Ibn Gvirol St., Tel Aviv.

38410 — GERMANY — Special medical and chemical articles of all kinds. Deutsche Medi-Chem GmbH Cont.: G. J. Billig (I, A, D), 5205 St. Augustin-Niederpleis, Pappelweg 7.

38423— SOUTH AFRICA — Firm wishes to purchase for resale safety spectacles, welding and chipping goggles, welding helmets, industrial respirators, face shields and gas masks, reflective day/night material as used in traffic police vests. Firm hopes after 2 or 3 years, to manufacture products under license. Gard-Rite (Pty.) Ltd., Jannie Van Zyl (I, A, M), P.O. Box 57088, Springfield, Johannesburg.

38430 — GERMANY — Various types of dental supplies, articles for daily use of a dentist. Quantity, volume, estimated value depends upon type of articles offered; for resale. No special delivery requirements or deadlines. Commercial Section (File No. 27), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

38430 — ITALY — Dental equipment and supplies for dentists and dental technicians use, for resale. Unione Dentale Norditalia (I, D), 40 Corso Cavour 41100 Modena.

38430 — NIGERIA — Saliva ejectors for dental trade. A. I. Subai, General Mgr., Falemipharmaceutical Chemists Ltd. (I, D), 9/11 Gbajumo St., P.O. Box 3084, Lagos.

Photographic equipment, supplies

●**38600 — CYPRUS** — Supply of one ammonia plan printer, fully automatic with syncronized printer and developer; complete with suitable exhaust system and ducting; capable of taking originals up to a width of about 110 cm. at speeds varying between 60 cm/min and 10 m/min. approximately; electricity supply should be 415 V, 3-phase, 50 HZ. Tender No. 524/71, bid deadline July 21. Tender documents available from the President, Main Tender Board, The Treasury, Nicosia. When tenders are received from Cyprus they will be available on five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●**38600 — GREECE** — Supply of 200 eight millimeter movie projectors for the Ministry of Education. Tender No. 578/1973, bid deadline August 7. Tender documents available from the Ministry of National Economy, General Directorate of State Supplies, Second Directorate of State Purchases, 20 Cannings St., Athens. When tenders are received from

Greece, they will be available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

38611— SOUTH AFRICA — Still picture equipment: cameras, projectors, processing equipment, enlargers, parts, attachments, accessories. Firm interested in direct purchase and sole distributorship arrangement. Siman & Co. (Pty.) Ltd. (I, D), 39 Buitenkant St., Cape Town, Cape Province.

38612 — SOUTH AFRICA — Photocopying equipment. Direct purchase and distributorship arrangement. Siman & Co. (Pty.) Ltd. (I, D), 39 Buitenkant St., Cape Town, Cape Province.

38613 — SOUTH AFRICA — Motion picture equipment: 8mm, 16mm, 220 volts 50 cycles, cameras; projectors, sound, silent; projection screens; all types processing equipment; parts attachment, accessories. Direct purchase and sole distributorship arrangement. Siman & Co. (Pty.) Ltd. (I, D), 39 Buitenkant St., Cape Town, Cape Province.

38615 — SOUTH AFRICA — Photographic sensitized film: 8mm, 16mm, 35mm, color, black and white. Direct purchase and sole distributorship arrangement. Siman & Co. (Pty.) Ltd. (I, D), 39 Buitenkant St., Cape Town, Cape Province.

Jewelry, silverware, plated ware

39140 — LEBANON — Silverware for hotel use. Societe Mediterraneéne Des Grands Hotels S.A.L. (Hotel under construction), P.O. Box 4364, Fattal Bldg., Port St., Telex Adaman 20839 Le, Beirut.

39141 — SINGAPORE — Silver hollowware for hotels. Direct purchase & agency. Anglo-Swiss Trading Co. Pte. Ltd. Werner Ernest Huber, Mng. Dir. (I, A, D), Maxwell Rd., P.O. Box 1835, 267 Cantonment Rd., Singapore 2, Phone: 70491.

39142 — SINGAPORE — Silver flatware for hotels. Anglo-Swiss Trading Co. Pte. Ltd., Werner Ernest Huber, Mng. Dir. (I, A, D), Maxwell Rd., P.O. Box 1835, 267 Cantonment Rd., Singapore 2; Phone: 70491.

Toys, amusement, sporting goods

39490 — NIGERIA — Track and field athletic equipment including track shoes, javelins, stop watches, etc; full range of gymnastic equipment; lawn and table tennis equipment: basketballs and equipment; racing bicycles; golfing equipment; swimming pools, heavy vinyl or plastic; water life-saving equipment; sports fishing equipment. Sam. I. Aina, Univ. Coach, Univ. of Lagos (I), Yaba, Lagos.

39493 — BRAZIL — Apparatus used in health clubs—weights, reducing machines, vibrators, massage machines, etc. Instituto Gracie Ltda. (health club), Avenida Cidade Jardim 589, Jardim Europa 01453, Sao Paulo, SP.

39493 — FRANCE — Sporting and athletic goods; trampolines in duraflex, gymnasium equipment. Marchand Sports (M, F, D), 51/53 Ave. Gabriel Peri, 92502 Rueil-Malmaison.

39493 — JAPAN — Tennis goods including tennis balls, rackets, frames, and exercising machines. Van Jacket Kabushiki Kaisha (I, A, D, R), 3-2, Kita-Aoyama, 2-Chome, Minato-Ku, Tokyo.

Farm products—raw materials

50510 — JAPAN — Copper powder for plating; for sintering alloy to be manufactured into brake-shoes. Goh Shoji Co., Inc. (I, A, D, M), 2-9, Ginza 8-Chome, Chuo-Ku, Tokyo.

Wholesalers

50930 — PAKISTAN — Shredded iron and steel scrap. Consortium rep would visit U.S. to inspect at least first consignment; hopefully each consignment would be between ten to twelve thousand tons. Request c and f Karachi prices with delivery dates. Lahore Engineering and Foundry Ltd. Attn: D. M. Khan, Mgn. Dir. (M), Hotel Ambassador, Davis Rd., Lahore.

Services

●89100 — PHILIPPINES — U.S. consulting firms interested in qualifying for technical services for the proposed Angat-Magat multi-purpose irrigation and agricultural development project are invited to submit brochures and information on the scope of their services, names and professional records of key personnel, and description of similar projects performed to: Administrator, National Irrigation Adm., APC Bldg., Quezon Memorial Circle, Diliman, Quezon City, Philippines. The project is composed of two parts: Angat sub-project, will expand existing irrigated areas and include service roads, farm ditches, major drainage improvements and agricultural services such as credit, marketing, mechanization, etc.; Magat River Multi-Purpose Project, will include a dam for irrigation, hydro-power generation, and flood control, in addition to Angat items. A brief description of the project is available from Water Resources and Engineering Div., BCABP-462, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3262), and from the Commerce Department's District Office, Federal Building, Box 36013, San Francisco, Cal. 94102 (415-556-5864).

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Clay, ceramic, refractory materials

14550 — VENEZUELA — Kaolin, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

Broad woven fabric mills, cotton

22110 — AUSTRALIA — Company seeks agencies for all types cotton upholstery fabrics suitable for lounge suites. Requirement is for bulk supplies of medium to low price fabric; annual volume estimated between $A250,000 and $A500,000. Crest Mfg. Pty. Ltd. (I, A), 1 Angas St., Meadowbank, NSW 2114.

22110 — CAMEROON — Cotton textiles and piece goods; colorful, plain, moderate and inexpensive. Send catalog, samples. B.M. Nagambo and Brothers (I, R, D), P.O. Box 52, Victoria. Cable Add.: Nagam Victoria.

22110 — MAURITIUS — General textile mill products; seeks agency arrangement —commission basis. International Business & Commercial Agencies (I, A), 14 Jummah Mosque St., Port Louis.

22111 — MALAWI — Cotton duck fabrics of all types for use in clothing factories, on agency basis. Has pending orders from customers due to lack of suitable suppliers. International Trade Corp. (A, D, R), Livingstone Ave., Box 5470, Limbe.

22115 — BELGIUM — Gray cotton fabrics (loomstate), polyester cotton fabrics (loomstate and popelines). W. Scheidgen Handelsonderneming (Commission Agent), Leiehoek 2 St. Martens Leerne 9852. Delivery as soon as possible.

22115 — MALAWI — Fine cotton goods of all types for use in clothing factories. International Trade Corp. (A, D, R), Livingstone Ave., Box 5470, Limbe.

22117 — MALAWI — Finished cotton broad woven fabrics of all types for use in clothing factories, on agency basis. Has pending orders from customers due to lack of suitable suppliers. International Trade Corp. (A, D, R), Livingstone Ave., Box 5470, Limbe.

Broad woven fabric mills, manmade fiber, silk

22218 — AUSTRALIA — Company seeks agencies for all types synthetic and silk upholstery fabrics suitable for lounge suites. Requirement is for bulk supplies of medium to low price fabric; annual volume estimated between $A250,000 and $A500,000. Crest Marketing Pty. Ltd. (I, A), 1 Angas St., Meadowbank, NSW 2114.

22218 — SWITZERLAND — Synthetic textile fibers such as rayon, polyamid, acryl, polypropylene, polyurethane-elastomers, and glass fiber for tufted carpets, manufacture of car tires and general application by textile industry. Specializes in trade with COMECON countries. Aiuto Trading AG, Attn.: H. C. Wirth (I, A, D), P.O. Box 117, 8032 Zurich.

Broad woven fabric mills, wool

22310 — AUSTRALIA — Company seeks agencies for all types wool upholstery fabrics suitable for lounge suites. Requirement is for bulk supplies of medium to low price fabric; annual volume estimated between $A250,000 and $A500,000. Crest Marketing Pty. Ltd. (I, A), 1 Angas St., Meadowbank, NSW 2114.

Yarn, thread mills, products

22842 — MALAWI — Nylon thread for use in clothing factories, on agency basis. Has pending orders from customers due to lack of suitable suppliers. International Trade Corp. (A, D, R), Livingstone Ave., Box 5470, Limbe.

Textile goods

22953 — THAILAND—Artificial leather for book coverings, size 42" wide, preferably packaged in 23-yd. roll. Requests c.i.f. Bangkok prices, samples. S. Thai Sanguan Panich Ltd., Part., Attn.: Somchai Niyommalai (I, A, D), 111/6-8 Charad Muang Rd., Bangkok.

Sawmills, planing mills

24211 — SPAIN — Rough lumber, especially mahogany and pitch pine. Ferica, S.A. (A, D), San Diego De Alcala 5, Las Palmas De Gran Canaria.

Wood products

24911 — SPAIN—Sawn lumber, especially mahogany and pitch pine. Ferica, S.A. (A, D), San Diego De Alcala, 5—Las Palmas De Gran Canaria.

24990 — JAPAN — Classic daguerreotype silver plate pictures. Meibo Products Ltd., Attn.: Koshi Atake (I, A, D), 3-4 Ginza 8-Chome, Chuo-Ku, Tokyo 104.

24995 — SWEDEN — Wooden plugs. AB BYGG-, Ror & Elteknik (I, A), P.O. Box 21061, S-400 71 Goteborg. WTDR 6/73.

Household furniture

25112 — FRANCE — Small size modern design children's furniture, small tables and chairs, bars, decorative chests and boxes, other household furnishings of wood. Exclusive agency. J. P. Griffart, Etablissements Simonin (I, A, M), Boite Postale 536, 54008 Nancy Cedex.

25116 — FRANCE — Small size modern design children's furniture, small tables and chairs, bars, decorative chests and boxes, other household furnishings of wood. J. P. Griffart, Etablissements Simonin (I, A, M), Boite Postale 536, 54008 Nancy Cedex.

25141 — FRANCE — Small size modern design tables, chairs, decorative chests and boxes, other household furnishings of metal. Exclusive agency. J. P. Griffart, Etablissements Simonin (I, A, M), Boite Postale 536, 54008 Nancy Cedex.

25190 — FRANCE — Small size modern design childrens furniture, small tables and chairs, bars, decorative chests and boxes, other household furnishings of plastics. Exclusive agency. J. P. Griffart, Etablissements Simonin. (I, A, M), Boite Postale 536, 54008 Nancy Cedex.

Furniture, fixtures

25990 — ISRAEL — Serving carts for restaurants; trolleys for room-service use. Requests catalogs and prices. Exclusive agency only. Igma Hotel Equipment (I, A), 7 Balfour St., P.O.B. 10193, Jerusalem.

Pulp mills, products

26110—IRAN—2000 Tons roll pulp, soft quality, long fibers, for the manufacture of paper towels and baby diapers with following specifications: weight 600/800 g/m2, moisture 8-12 percent, width 800 mm, diameter 1000 mm, core 100 mm. Mahast Co. 316 Takhte-Jamshid Ave., P.O. Box 11/1157, Tehran. Firm hopes to receive c&f Khorramshahr quotation.

26112 — KOREA — Special alpha and dissolving wood pulp, and other pulp. Mia Trading Corp., He Choon Yuh, Pres. (I, A), I. P. O. Box 4420, Seoul.

Paperboard mills, products

26310 — VENEZUELA — Paperboard for use in shoes. Vencraft Venezuela, S.R.L. (A, D), Apartado 60037, Edificio Natale, Sotano, Calle Chacaito, Bello Monte, Caracas.

Converted paper, paperboard products

26413 — THAILAND — Sticker paper for wholesale and retail distribution. Paper to be mirror reflective type coating and in various colors, (also pressure-sensitive foils) size preferably 53 x 70cm. Requests c.i.f. Bangkok prices and samples. Annual requirement over $50,000; total 1972 sales volume approx. $600,000. S. Thai Sanguan Panich Ltd. Part. Attn.: Somchai Niyommalai (I, A, D), 111/6-8 Chared Mauang Rd., Bangkok.

General commercial printing

27527 — SWITZERLAND — Printing plates and similar supplies for offset printing. Wants to act as exclusive agent for Switzerland. Louis Cerutti AG, Attn: Mr. C. Cerutti, Pres. (A, I, D), Postfach, 3027 Bern.

Industrial chemicals

28100 — URUGUAY — Firm manufacturing enzymes for textile and leather industries, acts as agent and importer of industrial inorganic and organic chemicals, and dyes in general for own use and for resale. Interested in contacting American firms working in its field of business. Enzur Limitada (A, D, M), Azara 3787, Montevideo.

28120 — VENEZUELA — Sodium carbonate, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28122 — VENEZUELA — Soda ash, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28123 — VENEZUELA — Sodium hydrosulphite, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28150 — ISRAEL — Orthodichlorobenzene; and hydroquinine, on an exclusive basis. Chematid Agencies Ltd. (A), 26 Mikveh Israel St., P.O. Box 36243, Tel Aviv. WTDR 2/73.

28162 — VENEZUELA — Lithepone and zinc oxide, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28163 — ISRAEL — Carbon black for sugar bleaching; zinc oxide USP Exclusive agency basis. Chematid Agencies Ltd. (A), 26 Mikveh Israel St., P.O. Box 36243, Tel Aviv. WTDR 2/73.

28163 — VENEZUELA — Red lead; for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28180 — ISRAEL — Alcohol—absolute USP and denatured for cosmetics; camphor—synthetic; ether (diethyl) ACS and chemical pure; formaldehyde; hydrazine hydrate 85%; oxalic acid anhydrous; sodium glutamate; sorbitol and formanide. Prefers working on an exclusive basis. Chematid Agencies Ltd. (A), 26 Mikveh Israel St., P.O. Box 36243, Tel Aviv. WTDR 2/73.

28182 — VENEZUELA — Glacial acetic acid; for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28185 — JAMAICA — Para formaldehyde: 50-100 ton lots valued at over $50,000 annually. Manufacturing Chemicals (Supplies) Ltd. (I, A, D), 1 C Grove Rd., Kingston 10. WTDR 6/73.

28190 — ISRAEL — Iodides; potassium iodides and potassium permanganate; silver nitrate; sodium cyanide; hydrofluoric acid—minimum 70 percent. Exclusive agency basis. Chematid Agencies Ltd. (A), 26 Mikveh Israel St., P.O. Box 36243, Tel Aviv. WTDR 2/73.

28190 — VENEZUELA — Peroxide of hydrogen and sodium sulfite, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28197 — VENEZUELA — Borax, sodium phosphate, sodium hypophosphite, sodium perborate and sodium sulfide, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

28199 — BOLIVIA — Firm wants to represent American firms which produce xanthate Z 11, soda ash, sodium sulfide and copper sulphate. Annual volume of the imports in quantity are as follows: Xanthate Z 11, 190 mt, soda ash 3,000 mt, copper sulphate 200 mt, for sodium sulfide, the firm could not specify amount required. Corporacion Comercial Bolincina S.A. "COBANA" (I, A, D), Casilla 1870, La Paz. Cable: "COBANA." WTDR 6/73.

28199 — ISRAEL — Laboratory chemicals. Finkelman Ltd. (I, A, D, M), 19 Mikve Israel St., P.O.B. 36191, Tel Aviv.

28199 — VENEZUELA — Chromium salts, titanium chloride and calcium hipochlorite, for resale. Comercial Quimica, C.A. (A, D), Apartado 60986, Avenida Republica Dominicana, Boleita, Caracas.

Synthetic materials

28212 — VENEZUELA — Cellophane sheets. Vencraft Venezuela, S.R.L. (A, D), Apartado 60037, Edificio Natale, Sotano, Calle Chacaito, Bello Monte, Caracas.

28213 — SWEDEN — Thermoplastic resins. Juno - Silor AB (I, A), Hauptvagen 42, S-123 58 Farsta.

28214 — SWEDEN — Thermosetting resins. Juno-Silor AB (I, A), Hauptvagen 42, S-123 58 Farsta.

28216 — JAMAICA — Firm needs some $50,000 worth annually of synthetic resins (emulsions). Will market on commission agency basis; will take quantity for the year in 20 ton shipments. Send brochures, prices. Manufacturing Chemicals (Supplies) Ltd. (I, A, D), 1 C Grove Rd., Kingston 10. WTDR 6/73.

28232 — SWITZERLAND — Seeks supplier for continuous contact, able to supply endless spun nylon yarn, 40/10 density, matt, 50,000 lbs. per mo.; the same nylon yarn 70/30 or 24 density, matt, 150,000 lbs. per mo. for re-export to East Germany. Aiuto Trading AG, Attn.: H. C. Wirth (A, D), Postfach 117, 8032 Zurich.

Drugs

28315 — AUSTRALIA — Biological preparations for veterinary use. Exclusive agency agreement preferred. Rural Chemical Industries Pty. Ltd. (M), "Bilimbie" Harrison's Lane, Glenorie. NSW 2157.

28332 — TAIWAN — Pharmaceuticals & other medicinal chemicals; new products for human use. Taichen & Co., Ltd. (A, I), 69, Chen Kong Rd., Taichung, 400.

28342 — ISRAEL — Pharmaceutical preparations acting on the central nervous system and the sense organs, for human use. Willing to work on an exclusive agency basis a swell as distributorship. Tradis Co. Ltd. (Gat & Co.) (I, A, D), P.O. Box 4239, Tel Aviv. WTDR 1/73.

28343 — ISRAEL — Pharmaceutical preparations acting on the cardiovascular system, for human use. Willing to work on an exclusive agency basis as well as distributorship. Tradis Co. Ltd. (Gat & Co.) (I, A, D), P.O. Box 4239, Tel Aviv. WTDR 1/73.

28344 — ISRAEL — Pharmaceutical preparations acting on the respiratory system, for human use. Willing to work on an exclusive agency basis as well as distributorship. Tradis Co. Ltd. (Gat & Co.) (I, A, D), P.O. Box 4239, Tel Aviv. WTDR 1/73.

28344 — TAIWAN — Capsules and tablets for coughs & colds, pharmaceutical, for human use. Taichen & Co. Ltd. (A, I), 69 Chen Kong Rd., Taichung 400.

28348 — ISRAEL — Pharmaceutical preparations affecting parasitic and infective diseases for human use. Willing to work on an exclusive agency basis as well as a distributorship. Tradis Co. Ltd. (Gat & Co.) (I, A, D), P.O. Box 4239, Tel Aviv. WTDR 1/73.

Agricultural chemicals

28790 — SWEDEN — Herbicidal preparations. Juno - Silor AB (I, A), Hauptvagen 42, S-123 58 Farsta.

Flat glass

32111 — MAURITIUS — Window glass—various types and sizes (also glassware, products). Seeks agency arrangement—commission basis. Hermann Savannah—Globe Trading Agency (I, A), 20 Jummah Mosque St., Port Louis.

Glass, glassware

32291 — ISRAEL — Tableware. Requests catalogs, prices. Interested in working on an exclusive basis only. Arico Trading (I), 44 Jaffa-Tel Aviv Rd., Tel Aviv.

Glass products

32316 — ISRAEL — All types of glassware for hotel. Requests catalogs, prices. Exclusive agency basis only. Igma Hotel Equipment (I, A), 7 Balfour St., P.O. Box 10193 Jerusalem.

Pottery, related products

32620 — CAMEROON — Vitreous china, table and kitchen articles; low priced, mass-market materials, design and plain; sets and separate. B. M. Nagambo and Brothers (I, R, D), P.O. Box 052, Victoria. Cable Add: Nagam Victoria.

32620 — ISRAEL — All types of tableware for hotels. Requests catalogs and prices. Exclusive agency basis only. Igma Hotel Equipment (I, A), 7 Balfour St., P.O. Box 10193, Jerusalem.

Abrasive, asbestos, nonmetalic mineral products

32911 — KOREA — Artificial and natural silicon carbide (carborundum), 8 to 1,000 mesh, abrasive sized grains powder and flour. Wishes to act as agent/distributor for U.S. supplier of carborundum, for distribution to local manufacturers of abrasive papers and stones. Italian Trading Office, Pres.: Sung-Hee Park (A, D), C.P.O. Box 65, Seoul.

32914 — ISRAEL — Steel wool and scouring pads. Interested in working on an exclusive basis only. Arico Trading (I), 44 Jaffa-Tel Aviv Rd., Tel Aviv.

Steel mill products

33123 — SPAIN — Tinplate, electrolytic prime production, bright finish. Requests quotations c.i.f. Spanish port for about 2,000 tons; different series, baseweights, and coatings. Import licenses available. Enrique Gonzalez Jimenez (A, D), Velazquez 71, Madrid 6.

33126 — CYPRUS — Seamless steel tubes and fittings. Interested in exclusive agency/distributorship. Quote c.i.f. Cyprus. Gerasia Trading House Ltd. (I, A, D), 41B Digenis Akritas Ave., P.O. Box 2167, Nicosia.

Rolling, drawing, extruding of nonferrous metals

33523 — THAILAND — Hot stamping aluminum foil, width 24½" packaged in 200-1995 49. Requests c.i.f. Bangkok prices, samples. Annual requirement over $100,000. S. Thai Sanguan Panich Ltd. Part. Attn.: Somchai Niyommalai (I, A, D), 111/6-8 Charad Muang Rd., Bangkok.

33560 — AUSTRIA — 100 mt nickel cathodes, 99.90% ni plus co, 0.90% co max., 0.10% other elements max., dimension 2 in. x 2 in. x ¼ in.; price quotation free European port. Initial order to be followed by annual order of 1,000 mt in 13 shipments. Hermine Kornfeld (A), Per Albin Hansson Siedlung Ost, Johann Poelzergasse 2/37/3, A-1100 Vienna.

33574 — TAIWAN — Coaxial cable system. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

Cutlery, hand tools, general hardware

34233 — AUSTRALIA — Electric soldering irons. Seeks distributorship. Smiths Industries Pty. Ltd. (M, D), 46 Ferndell St., Guildford. NSW 2161. WTDR 5/73.

34250 — NEW ZEALAND — Carpenters and home handymans' handsaws. Only sole agency will be considered; f.o.b. prices requested. Direct purchase and agency agreement. F. W. Cave Ltd., Contact: M. N. Furfuss, Mgn. Dir. (I, A, D), P.O. Box 1685, Auckland 1.

34291 — AUSTRALIA — Various fitments and hardware for trucks, caravans, buses and marine craft. Seeks distributorship arrangement. Smiths Industries Pty. Ltd. (M, D), 46 Ferndell St., Guildford. NSW 2161. WTDR 5/73.

34294 — PORTUGAL — Cylindrical lock sets, used on doors of hotels and apartments, and other builders' hardware. Magal-Madeiras De Portugal, Lda. (I, A), Avenida Antonio Augusto De Aguiar 24-20 E. Lisbon.

Fabricated structural metal products

34430 — SWITZERLAND — Boilers (small to medium) to heat mineral oils used in heat carriers—¾ million calories. Electric or gas operated steam oven heaters up to 600 degrees centigrade; electric steam generating units for rapid steam production; firm presently designing entire production plants (food, chemical, paper, textile). Steam Tech AG, Attn: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

34493—SPAIN—Mild steel concrete reinforcing bars, round, from 6 to 24 mm. in diam., in standard mil lengths. Desires quotation for 10,000 tons, c & f Lybian Port. William Tegtmeyer (A, D), Desengano 12, Madrid 13.

Screw machine products

34524 — SWEDEN — Bolts and screws. AB BYGG-, Ror & Elteknik (I, A), P.O. Box 21061, S-400 71 Goteborg. WTDR 6/73.

Metal stampings

34611 — ISRAEL — Cooking ware, porcelain enameled; kitchen utensils, porcelain enameled; and household utensils. Interested in working on exclusive basis only. Arico Trading (I), 44 Jaffa-Tel Aviv Rd., Tel Aviv.

34615—ISRAEL—All types of stainless steel utensils for restaurant use in kitchen as well as tableware. Requests catalogs and prices. Exclusive agency basis only. Igma Hotel Equipment (I, A), 7 Balfour St., P.O.B. 10193, Jerusalem.

Construction, mining, materials handling machinery, equipment

35310 — SWITZERLAND — Air jet cleaning equipment, mobile, for use on construction sites. Act as exclusive agent/distr. Meibag AG, Attn: Dr. Reto E. Meier (I, A, D), Muehlebachstr. 11/15, 8024 Zurich.

35314 — UNITED ARAB EMIRATES — An agency for an American firm manufacturing a complete line of mobile and stationary cranes. Sayyed Abdul Wahab Zayani, A.A. Zayani & Sons (I, A, R), P.O.B. 281, Abu Dhabi. WTDR 5/73.

35331—SPAIN—Elevators, spiders, slips, hooks, links, and connectors. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

35340 — SPAIN — Elevators, portable, stackers except farm. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

Metalworking machinery

35412 — SWITZERLAND — Radial drilling machines, metal-cutting type. Seeks exclusive distributorship. I.M.I. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35412 — SWITZERLAND — Radial drilling machines, metal-cutting type. Seeks exclusive distributorship arrangement. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35413—SWITZERLAND—Gear cutting machines, gear hobbers and grinders. Seeks exclusive distributorship arrangement. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35414 — SWITZERLAND — Cylindrical metal grinding machines, surface grinders, profile grinders. Seeks exclusive distributorship arrangement. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35415 — SWITZERLAND — Metal-cutting type lathes for factories, assembly lines, transfer machines. Exclusive distributorship arrangement. Interested to sell in W. Germany, France, Italy, etc. Servicing capability available. I.M.I. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35416 — SWITZERLAND — Metal-cutting type milling machines, combination milling and boring, centering and drilling machines, automatic tool changers. Seeks exclusive distributorship arrangement; marketing territory primarily Switzerland, also intreseted to sell in W. Germany, France, Italy, etc. Servicing capability available. I.M.I. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35418 — SWITZERLAND — Electrical discharge type metal working machine tools, disintegrators, spark erosion machines, automatic chucking (multiple spindle) machines, complete automatic assembly lines, transfer machines. Seeks exclusive distributorship arrangement; marketing territory primarily Switzerland, also interested to sell in W. Germany, France, Italy, etc. Servicing capability available. I.M.I. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35418 — SWITZERLAND — Radial drilling machines, metal-cutting type. Seeks exclusive distributorship arrangement. Industrial Machinery Import Co. Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35418 — TAIWAN — Machine tools. Confucian Co. Ltd. (I, Exporter), P.O. Box 32-70 Taipei.

35419 — SWITZERLAND — Parts, attachments for metal-cutting type machine tools. Seeks ex. dist. arrangement. I.M.I. Industrial Machinery Import Co., Ltd. (I, A, D), Althardstrasse 147, CH-8105 Regensdorf.

35452—SPAIN—Measuring tools, precision. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

35460 — TURKEY — European firms manufacturing brake, headlight, and wheel balancing testing equipment. Wishes exclusive dealership with U.S. firms manufacturing connecting rod, boring grinding, hydraulic crankshaft grinding, line boring, and cylinder fine boring machines. Eta Kollektif Sirketi (A, M), Gazi Bulvari 72/B, Izmir.

35480 — AUSTRALIA — Company seeks agency for various lubricants and chemical products for the electrical and electronic industry. Products required include wire sleeving lubricant, wire pulling lubricant, wire repellent liquid and aluminium anti-oxidant. Bowthorpe Australia Pty. Ltd. (M, D), P.O. Box 225, Caringbah, NSW 2229.

35482 — AUSTRALIA — Company seeks agency for all types of hand and bench tools, equipment for electrical and electronic production including wire wrapping tools and accessories, wire strippers and cutters, cable cutters, tensioning, crimping and sleeving tools, resistance heating units etc. Bowthorpe Australia Pty. Ltd. (M, D), P.O. Box 225, Caringbah, NSW 2229.

35482 — SWEDEN — Cartridge—activated hand power tools. AB BYGG-, Ror & Elteknik (I, A), P.O. Box 21061, S-400 71 Goteborg. WTDR 6/73.

35482 — SWEDEN — Electromagnetic drilling stands, power driven handtools, including parts, attachments. Henry Wallenberg & Co. AB (I, A, D), Box 7026, S-103 81 Stockholm. WTDR 10/72.

Special industry machinery

35512 — AUSTRIA — 400 metric tons copper cathodes electrolytic; analyses requested; price quotation free European port; to be delivered in 13 shipments within one yr. Hermine Kornfeld (A), Per Albin Hansson Siedlung Ost, Johann Poelzergasse 2/37/3, A-1100 Vienna.

35521 — ITALY — Knitting machines, especially circular machines for making outerwear, underwear and fabrics. Proposals for other types of advanced, high-speed and automatic textile machines will also be appreciated. Very much interested in dealing with U.S. manufacturers either as exclusive representatives or through other forms of distribution agreement. Antognozzi, Fratelli (M, D), Viale Ermanno Pascali 18, 63044 Comunanza (Ascoli Piceno).

35531 — EL SALVADOR — Woodworking machinery and sawmill equipment, including sanding machines, disc and band saws, drills and grinders for furniture manufacturing plants. Seeks to represent U.S. firms to sell on a commission basis. Angelo Antonacci (I, A), Apartado Postal 949; Calle La Divina Providencia No. 14, Urbanizacion Guerrero, San Salvador.

35540 — JAMAICA — Machine to make food trays in different sizes from paper waste. Machine should be operable on 110/220 volts, 50 cycle, 3 phases. Request terms of payment, brochures, quotations c.i.f. Kingston. Needs one machine now to supply order. Cranbrook Ltd. Attn: Peter Mathies (I, A, D), 2 Piccadilly Rd., Kingston 5.

35540 — JAPAN — Continuous automatic paper tray and dish making machinery capable of taking rolled paperboard stock. C. Correns & Co. Ltd. (I, A, D), Iino Bldg., 1-1 Uchisaiwai-Cho, Chiyoda-Ku, Tokyo.

35540 — SWITZERLAND — Drying apparatus for installation in paper mills. Steam Tech AG, Attn.: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

35552 — JAMAICA — Step and repeat platemaker. Operable on 110/220 voltage, 50-cycle single phase; brochures and quotations c.i.f. Kingston. Seeks exclusive distributorship. Graphic & Printing Supplies Ltd. (I, A, D), 38 Beechwood Ave., Kingston 5. Attn: Dudley Ainsworth.

35552 — SWITZERLAND — Photo typesetting apparatus and systems for the printing industry; related items. Wants exclusive agent agreement for Switzerland. Louis Cerutti Ag, Attn: Mr. C. Cerutti, Pres. (I, A, D), Postfach 3027 Bern.

35590 — SWITZERLAND — Parafin evaporating units for industrial use (e.g. paper and fabrics coating etc.) Steam Tech AG, Attn.: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

General industrial machinery

35621 — TAIWAN — Ball bearings. Taichen & Co., Ltd. (A, I), 69 Chen Kong Rd., Taichung 400.

35640 — SWITZERLAND — Electric fume cleaners for industrial use. Steam Tech AG, Attn: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

35670 — SWITZERLAND — Infra-red heating systems, mobile and for permanent installation, also for use on construction sites as drying equipment. Wants act as exclusive agent/distr. Meibag AG Attn: Dr. Reto E. Meier (I, A, D), Muehlebachstr. 11/15, 8024 Zurich.

35690—SWEDEN—Pulley blocks, clamping tools and other hydraulic, pneumatic & mechanical tools for lifting, pulling and clamping; pneumatic and hydraulic jacks. Henry Wallenberg & Co. AB (I, A, D), Box 7026, S-103 81 Stockholm.

35690 — SWITZERLAND — Oil separators for installation in steam circuits, for light oils. To act as exclusive agent. Steam Tech AG, Attn: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

Office, computing, accounting machines

35720 — JAMAICA — Electric and manual typewriters; specifications: electrics: 50 cycle, 110 volt. Exclusive agency. Bryden & Evelyn Ltd., Attn: John Evelyn (I, A, R), 54-56 Church St., Kingston.

35790 — ISRAEL — Pencil sharpeners, staplers, phone rests and other office supplies. Inquirer willing to work on an exclusive agency basis only. Industries Trading Co. (I, A), 14 Derech Hayam, P.O. Box 6219, Haifa.

35791 — JAMAICA — Business and office machines: addressing machines, electronic billing machines and duplicators. Requests brochures, quotations c.i.f. Kingston and terms of payment. Wishes to be agent/distributor. A. C. Stewart Ltd., Attn: A. C. Stewart (I, A), 15 East St., Kingston.

35791 — JAMAICA — Seeking agency/distributor arrangement for lines of franking machines, embossers and numbering machines. Quotations c.i.f. Kingston. H. Q. Williams (Office Equipment) Ltd., Attn: Hector Williams (I, A, D), 1A Georges Lane, Kingston.

Service industry machinery

35891—UNITED KINGDOM—Commercial catering equipment: food warmers, cookers, ovens, fryers, snack bar equipment etc. Seeks exclusive distributorship. Fisher Ross Catering Ltd. A. E. Ross, Sales Mgr. (I, D), 39 Victoria Street, London S.W.1.

35892—CANADA—Water pollution control equipment. Seeks distributorship arrangement. Western Canadian Radiographics Ltd. (I, D), 1120 Hamilton St., Vancouver, B.C.

35892 — JAPAN — Dishwashers, commercial use; refuse, garbage and other waste disposal equipment for use at poultry farms, vegetable gardens, etc. Business diversification wanted utilizing firm's 4,000 sales outlets throughout Japan. Iseki Agricultural Machinery Mfg. Co., Ltd., Attn: Mr. T. Suga, Chief, Research & Development Div. (M), 1-3 Nihombashi 2-Chome, Chuo-Ku, Tokyo 103.

Machinery

35992—UNITED KINGDOM—Pneumatic cylinders. Telektron Ltd. R. E. M. Holmes, Exp. Conslt. (M), Central Ave., East Molesey, Surrey.

Electrical industrial apparatus

36240 — SWITZERLAND — Electronic transistors, diodes. Seeks exclusive agency. Interelectronic Co., Attn: E. Suchanek (I, A, D, M), Muesmattstr. 48, 3012 Bern.

Household appliances

36312 — SOUTH AFRICA — Liquefied petroleum (l.p.) gas cookers: table top for domestic, camping, house trailer use. Seeks exclusive distributorship for South Africa. Katz Intl. Corp. (pty.) Ltd. (I, A, D), 105 Hope St., Cape Town, Cape Province.

36321 — SOUTH AFRICA — Liquefied petroleum (l.p.) refrigerators for domes-

tic, camping, house trailer use. Seeks exclusive distributorship for South Africa. Katz Intl. Corp. (Pty) Ltd. (I, A, D), 105 Hope St., Cape Town, Cape Province.

36340 — SWITZERLAND — Steam or hot water operated potato peeling machines for industrial food production plants. Steam Tech AG, Attn: J. A. Gisin (I, A), Buchstr. 16, 8820 Waedenswil.

36343 — TAIWAN — Electrically heated and steam hand irons, 220V 60 c/s, 5 pounds in weight, pressure 5 kg/cm x cm (71.5 psi), heating output 1,000 W., length of steam pipe is 3 meters. Morrison Development Corp., Ltd. (I, A, D), 12th Fl., Morrison Plaza, 25 Jen Ai Rd., Sec. 4. Taipei.

36393—JAPAN—Dishwashers, household use; solid waste disposers, household use. Business diversification wanted utilizing firm's 4,000 sales outlets throughout Japan. Useki Agricultural Machinery Mfg. Co., Ltd. Attn: Mr. T. Suga, Chief, Research & Development Div. (M), 1-3 Nihombashi 2-Chome, Chou-Ku, Tokyo 103.

Electric lighting, wiring equipment

36421 — DOMINICAN REPUBLIC — Architectural lighting fixtures, such as recessed adjustable lights, down lights, etc. Bohemco, C. Por A. (D, A), Ave. Pasteur 16, Santo Domingo.

36430 — AUSTRALIA — Company seeks agency for all types electronic components including multi-pin connectors, relay, terminal junctions, terminals and terminal blocks and large compression fittings. Bowthorpe Australia Pty. Ltd. (M, D), P.O. Box 225, Caringbah, NSW 2229.

36430 — SWITZERLAND — Dil switches, connectors, and interconnection systems. Tallyron Technik (A, D), Guetlistr. 16, Postfach 175, CH-8620 Wetzikon.

36430 — TAIWAN — Voice frequency telegraph terminals. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

36440 — AUSTRALIA — Company seeks agency for all types wiring accessories including cable binding, securing and lacing, wiring identification markers, insulation sleeving, heat shrinkable products such as hot melt tape and linings, cable joints, other wiring accessories such as PVC cable ducting, bushings and grommets, wire connectors etc. Bowthorpe Australia Pty Ltd. (M, D), P.O. Box 225, Caringbah, NSW 2229.

Radio, television receiving sets

36513 — SWITZERLAND — Miniature microphones. Seeks exclusive agency. Interelectronic Co., Attn: E. Suchanek (I, A, D, M), Muesmattstr. 48, 3012 Bern.

Communication equipment

36611 — TAIWAN — Electronic telephone switching equipment. Summit Industrial Corp. Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

36612 — TAIWAN — Data transmission system. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

36621 — SWITZERLAND — Miniature transmitters and senders. Seeks exclusive agency. Interelectronic Co., Attn: E. Suchanek (I, A, D, M), Muesmattstr. 48, 3012 Bern.

36621 — TAIWAN — Railway and highway communication and control equipment. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

36622 — ITALY — Closed circuit color TV equipment for use in hospitals, industrial processes and laboratory research and testing. Equipment must meet European standards. Firm manufactures high technical quality and sophisticated professional closed circuit black and white TV equipment including cameras and accessories, monitors, video recorders and readers, TV microscopes, teaching aids, traffic control switchboards and equipment. Wants exclusive agency for all Italy, but would also consider offers for U.S. manufacturing licenses or know-how. Inelco, Industria Elettronica Comense, S.P.A. (M, I, A), Via XX Settembre 43, 00187 Rome.

36622 — NORWAY — Equipment for testing TV and motion picture films, for exclusive distribution in Norwegian market. S. Larner A/S (I, A), Baneveien 13, 5000 Bergen.

36622 — SPAIN — Radio communication equipment, for ships and boats. Aronaval (A, D), Orense 11, Madrid 20.

36623 — SPAIN — Fire detecting devices. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

36624 — SPAIN — Electronic navigational aids for ships and boats. Aronaval (A, D), Orense 11, Madrid 20.

36624 — TAIWAN — Electronic navigational aids used for fishing vessels including direction-finders, fish catcher detectors, radars, lorans. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei 104.

36625—PORTUGAL—Marine radar apparatus. Seeks distributorship arrangement. Eltec-Electronica, Comercio e Industria LDA. (I, A, M), Avenida Almirante Reis 30-2, Lisbon 1.

36625 — SPAIN — Fire control equipment. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

36625 — SPAIN — Radar and sonar equipment for ships and boats. Aronaval (A, D), Orense 11, Madrid 20.

36626 — PORTUGAL — Radio sounding equipment, radio goniometers, and radiobeacons. Seeks distributorship arrangement. Eltec-Electronica, Comercio e Industria, LDA. (I, A, M), Avenida Almirante Reis 30-2, Lisbon 1.

Electronic components, accessories

36749 — TAIWAN — Zener diodes, 100,000 picas as per specifications: 400 mw, 3.6V; 3.9V; 4.7V; 5.1V; 5.6V; 6.75V; 12V; 13V; 15V. Morrison Development Corp., Ltd. (I, A, D), 12th Fl., Morrison Plaza, 25 Jen Ai Rd., Sec. 4, Taipei 106.

36792 — SWITZERLAND — Electronic condensers and capacitors. Seeks exclusive agency. Interelectronic Co., Attn: E. Suchanek (I, A, D, M), Muesmattstr. 48, 3012 Bern.

36792 — SWITZERLAND — Monolytic chip dil capacitors. Tallyron Technik (D), Guetlistr. 16, Postfach 175, CH-8620 Wetzikon.

36793 — SWITZERLAND — Electronic resistors. Seeks exclusive agency. Interelectronic Co., Attn: E. Suchanek (I, A, D, M), Muesmattstr. 48, 3012 Bern.

36793 — SWITZERLAND — Resistors, semiconductors, associated electronic components. Tallyron Technik (A, D), Guetlistr. 16, Postfach 175, CH-8620 Wetzikon.

36795 — SWEDEN — Machinery, material & equipment for the manufacture of printed circuit boards. Elektronik Ab Bernhard & Co. (I, A, M), Box 22114, S-104 22 Stockholm. WTDR 4/73.

36795 — SWITZERLAND — Reed relays, led liquid crystal displayer, associated electronic components. Tallyron Technik (A, D), Guetlistrasse 16, Postfach 175, CH-8620 Wetzikon.

Electrical machinery, equipment, supplies

36930 — BRAZIL — X-ray equipment for use in passenger search at international and domestic airports. Company desires to act as agent on exclusive basis for all Brazil. Investexport S.A. Comercio Representacao E. Exportacao. Dir: Jorge B. Dias Garcia (A, D, I), Rua Do Ouvidor 75 - 10th Floor Rio De Janeiro 20000 Guanabara.

36930—CANADA—X-ray equipment, including X-ray tubes, electrotherapeutic apparatus. Seeks distributorship arrangement. Western Canadian Radiographics Ltd. (I, D), 1120 Hamilton St., Vancouver, B.C.

Motor vehicles, equipment

37110 — SWITZERLAND — Vertical pumps for deep construction sites; multistage pumps for construction sites. Act as exclusive agent/distr. Meibag AG, Attn: Dr. Reto E. Meier (I, A, D), Muehllbachstr. 11/15, 8024 Zurich.

37130 — UNITED ARAB EMIRATES — Exclusive agency for quality trucks of various sizes. Vehicles should be heavyduty and capable of efficient operation in extreme heat. Mr. Rana, Mgr., Al-Mariah United Co. (I, A, R), P.O. Box 206, Abu Dhabi.

37141 — PAKISTAN — 6.50 x 15 steel wheel rims for 80-ton trailer having five axles, each with eight wheels (presumably tank transporters). Initial order for 2,000 rims and repeat order expected to follow every year. C and F Karachi prices including 10 percent commission for firm requested via cable with letter confirmation. Vinage Engineering & Construction Equipment Co. (Cable: Hosequip) (A), 42-D-1 Gulbert 3, Lahore.

37141 — UNITED ARAB EMIRATES — Firm has expressed interest in exclusive agency for quality buses of various sizes and configurations. Vehicles should be heavy-duty, capable of efficient operation in extreme heat (including optional air-conditioning). Mr. Rana, Mgr., Al-Mariah United Co. (I, A, R), P.O. Box 206, Abu Dhabi. WTDR 12/72.

Aircraft, parts

37291—KENYA—Firm seeks to represent on commission basis U.S. manufacturer of self propelled combined air start/ground power units. Possible sale of five units with additional sales to follow. Wilken Aviation Ltd. (I, A, D), P.O. Box 44580, Nairobi.

Ship building, repairing

37322 — UNITED ARAB EMIRATES — Firm has expressed interest in exclusive agency for outboard pleasure craft with capacity of four to six persons. Mr. Rana, Mgr., Al-Mariah United Company (I, A, R), P.O. Box 206, Abu Dhabi. WTDR 12/72.

Surgical, medical, dental instruments

38400 — KENYA — Seeks to represent U.S. suppliers of medical equipment and supplies; regional operation. Africa Agency, Attn: Donald S. MacMaster; P.O. Box 20521, Nairobi. Telex: AFRAGENCY.

38410 — BANGLADESH — Surgical and medical instruments. Firm interested in acting as sales and indent agents for U.S. firms. Akram Trading Co. (A), Hotel Purbani International, Room-835, Motijheel, Dacca-2. WTDR 5/73.

38410 — ISRAEL — "Disposable" surgical and medical instruments—blood transfusion equipment, tubing and bags, syringes. Finkelman Ltd. (I, A, D, M), 19 Mikve Israel St., P.O. Box 36191, Tel Aviv.

38410—SWEDEN—Equipment for physiotherapistic treatment. Rehab Konsult AB (I, A, M), Rissnavagen 65, S-163 58 Spanga.

38410 — SWITZERLAND — Disposable medical instruments and supplies such as instruments etc. Direct purchase of syringes, one-way test and examination 300,000 disposable EKG electrodes; seeks exclusive agency. Kontron Technik AG, Attn: K. Dreier (I, A, D), Bernstrasse-Sued 169, 8048 Zurich.

38410 — SWITZERLAND — Electronic medical equipment, bioelectronic instruments for diagnostic, surgery, cryosurgery, research, neurology, cardiology, infrared diagnostic instruments. Meditech AG, Attn: R. H. Mueller, Mng. Dir. (I, A, D), Flurstr. 93, 804 Zurich.

38420 — SWITZERLAND — Artificial organs and parts for advanced surgical applications. Seeks exclusive agency. Kontron Technik AG, Attn: Mr. K. Dreier (I, A, D), Bernstrasse-Sued 169, 8048 Zurich.

38421 — ITALY — Intermittent positive pressure breathing equipment. Wishes exclusive agency for all Italy. Deisan, Industriale Commerciale Prodotti Sanitari Chimici E Farmaceutici, S.R.L. (I, A, D), Via Ciro Menotti 4, 00195 Roma.

38421—SWEDEN—Wheel chairs, walking aids, general aids for disabled people. Rehab Konsult AB (I, A, M), Rissnavagen 65, S-163 58 Spanga.

Photographic equipment, supplies

38611 — JAPAN — Classic cameras made early 20th Century, possibly between 1900 and 1910. Meibo Products Ltd., Attn: Koshi Atake (I, A, D), 3-4 Ginza 8-Chome, Chuo-Ku. Tokyo 104.

38612 — SWITZERLAND — Photocopying machines for office use. Buro-Meier AG (I, D, A), Loewenstr. 19, 8001 Zurich.

38614 — JAPAN — Color negative films and sensitized photographic paper. Meibo Products Ltd., Attn: Mr. Koshi Atake (I, A, D), 3-4 Ginza 8-Chome, Chuo-Ku, Tokyo 104.

Watches, clocks, parts

38711—SPAIN—Chronometers, complete, for ships and boats. Aronaval (A, D), Orense 11, Madrid 20.

Pens, pencils, office, artists' materials

39550 — ISRAEL — Carbon paper and typewriter ribbons. Exclusive agency basis. Y. Chmiel (I, D), 49 Weizmann, Tel Aviv.

Costume jewelry, novelties, buttons, notions

39610 — SWITZERLAND — Costume jewelry, novelties, headbands, hairpins, combs, for children. Exclusive distributorship. Zener AG (I, D, M), Aemtlerstrasse 201, CH-8040 Zurich.

Manufacturing industries

39991 — SPAIN — Fire extinguishing equipment and parts. Louis H. Heydeman (A, D), Marina 10, Santa Cruz De Tenerife.

Wholesalers

50930—KOREA—Scrap and waste materials—waste paper, copper scrap, and aluminum scrap. Mia Trading Corp., He Choon Yuh, Pres. (I, A), I.P.O. Box 4420, Seoul.

50930 — PAKISTAN — Iron and steel scrap. Company seeks exclusive agency arrangement, will place order worth $50,000 immediately, with repeat orders likely. Requests c. & f. Karachi prices with delivery dates. Eastern Echo (I, A). Hafeez Chambers, 85 Shahrah-E-Quaid-E-Azam, Lahore.

50930—THAILAND—Steel cutting plate, grade SS 41, thickness from ⅜"-1½", w. 1-3 M., l. 2-7 M.; monthly requirement 10,000 tons/month. Requests c.i.f. Bangkok prices. Lim Tech Lee (Thailand) Co., Ltd. Attn: Keehong Lim (I, D, A), 215-217 Rajawongse Rd., G.P.O. Box 362, Bangkok.

Future Construction Abroad

GERMANY — Preussag A.G., 3000 Hannover 1, Postfach 4827, Liebnizufer 9 (Telex: 09-22 828, Cable: PREUSSAGHV), is **developing an oilfield** in Libya and needs to purchase a total of 20,000 meters of pipe as follows: 2,000 meters 18 5/8" German type KM J 55 87.5 lbs./ft.; 8,000 meters 13 3/8" German type KM J 55 48.0 lbs./ft.; 10,000 meters 9 5/8" German type KM J 55 32.3 lbs./ft. Does not have to be according to API Standard 5A. Outside diameter should be 473.1 MM. Price information should be c.i.f. Tripoli. Request is for delivery as soon as possible, and definitely must be before October. Preussag estimates order worth about DM 1.5 million.

JORDAN — The Government of Jordan invites building contractors to register and submit prequalifications by July 30 for the **construction of five secondary, teacher training and polytechnic education centers:** Polytechnic & Trade Training Center, at Amman, Marka, 13,210 sq. meters, est. cost JD 523,398; Comprehensive Secondary School for Boys, at Amman, Jebel Hussein, 4,910 sq. meters, est. cost JD 185,156; Comprehensive Secondary School for Girls, at Amman, Shmesani, 4,860 sq. meters, est. cost JD 177,756; Teachers Training College, at Salt, 8,785 sq. meters, est. cost JD 395,-746; Agricultural Teacher Training Center, at Shaubak, 600 sq. meters, est. cost JD 33,700 (JD 1 = $3.04). Cost of the project is partly covered by proceeds of a World Bank loan. Statements of intent may be made for one or more of the five educational centers. Interested U.S. firms should apply for prequalication registration to the Ministry of Education, Project MOE-1, P.O. Box 1646, Amman.

CANADA — The development of Quebec's James Bay area, better known for its multi-billion dollar hydro-electric project, also involves the development of **mining, forestry and tourism facilities.** The James Bay Development Corp., Hotel de Ville, Quebec City, was created to carry out the integral development of the region. A brochure which outlines the various resources of the area and summarizes some plans of the Government of Quebec for this 133,377-square-mile-area, and a map locating the area as well as the airports, seaports and hydro-electric plants are available on loan only from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230.

SWEDEN — The new Gothenburg airport will be the first Swedish airport able to handle jumbo jets on a regularly scheduled basis. Completion date is targeted for 1976. The airport development project is a consortium of the cities of Borås and Gothenburg and of the three counties (län) of which Gothenburg is the center. The following are the principal officers of the various entities to coordinate project development questions: Lennart Ström, Chairman of the Board, Härryda, Sweden (mobilizing business, banking and commercial interests); Bengt Våge, General Manager, Härryda Flygplats AB, Härryda, Sweden (all project planning and business activities of airport project); Stig Anderson, Aviation Board Manager, Torslanda Airport, Gothenburg, Sweden (technical questions; engineering questions; and approval of systems); Bengt Törnell, Scandinavian World Trade Center, Box 231, S-401 23 Gothenburg 1, Sweden (Director, Airport Planning Committee; considers all questions relating to tower and terminal projects, commercial developments and related matters).

NIGERIA — Nigeria is undertaking a major program to **develop electric power.** The demand for power has been increasing at 15-22 percent a year in the past three years and is expected to increase at least 350 percent in the next decade. The expansion program, which will probably require investments of roughly $75 million annually, will create a very large market for electric power equipment, supplies and services of all types. A report from the American Embassy in Lagos giving the growth of the electricity supply industry in Nigeria and the status of major power projects is available from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm. 1322, Washington, D.C. 20230.

KOREA — Sung Chang Enterprise Co. will construct a **72,000-ton-capacity methanol plant** in Pusan. It needs 200 tons a day to supply three formalin plants, one existing and another under construction in Pusan, and a third proposed for Inchon, where affiliated Bando Lumber has a plywood factory. U.S. engineering companies which can arrange financing, design and engineering should direct all inquiries to Chairman Chung Tai Sung, Sun Chang Enterprise Co., P.O. Box 27, Pusan. Cable address: Plysungchang Pusan. Telex: "SUNPLY 3326P", Pusan.

BOLIVIA — A listing of 72 private Bolivian investment projects presently in operation or under consideration presents opportunities for U.S. investors and suppliers. Total programmed investment contained in the list is estimated at about $48.5 million. A spread-sheet prepared by the Bolivian Government's National Investment Institute (INI) breaks down private investment projects into areas of activity, with the amount of investment under consideration and potential new jobs. The listing and spread-sheet are available to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm 1322, Washington, D.C. 20230.

ALGERIA — According to Ahmed Zerhouni, Deputy Director of Civil Aviation, funds for the construction of a **large new airport complex** (to include new passenger and freight terminals) will be submitted for inclusion in the Government of Algeria's Fourth Four Year Plan (1973-77) this summer. There are plans for further airfield development in the interior of the country, but priority is being given to the Algiers complex. Also to be submitted to the Government of Algeria for inclusion in the Plan is a request for funds to construct a $1.5 million Air **Traffic Control Center** to cover the entire country. Mr. Zerhouni stated that in both projects his Algiers-based Directorate would like to deal only with head office representatives of interested American companies and not through local or European agents. Sales opportunities are good for air traffic control, navigational and landing aids, communications and related equipment.

GREECE — Pohlmann Touristic, 9 Valaoritou St., Athens 134, has obtained Government approval to invest in a new **440-bed class A hotel-and bungalow complex** on the Peloponnesus. The designs for the complex have already been executed by a Swiss firm and will include a night club, tavern, six-bed bungalows, swimming pools, and marina. The total cost of the project is estimated at $37.7 million. U.S. suppliers of hotel equipment should provide their catalogs and price list to Pohlmann Touristic.

INDIA — Tarachand Agrawal, Chairman of the Madhya Pradesh State Cooperative Land Development Bank Ltd., in Bhopal, and a member of the Indian delegation which recently concluded a World Bank loan of $55.6 million for agricultural development in Madhya Pradesh, announced that the loan will be utilized for constructing **minor irrigation facilities** in the State. The loan project envisages financing 30,620 new wells, repairs of 15,000 existing wells, construction of 5,657 water wheels and installation of 31,560 electric well pumps, thus creating an additional irrigational potential of 140,000 acres. The loan will be disbursed among 50,000 farmers in 36 districts in the State, beginning October 1.

AUSTRALIA — Western Australia (WA) mineral developments have moved forward with **two separate mining projects, as follows:** ***Nickel:*** **The partnership of** Anaconda-Conzinc Riotinto (CRA) and NBHC Consolidated Ltd. (a CRA associate), both located at 95 Collins St., Melbourne, announced that the Redross nickel mining properties would be reopened. The partners expect to spend $8.5 million to bring the mine into production ($7.1 million has already been spent). Economic feasibility studies are now underway to decide whether a nickel smelter costing up to $21.3 million and utilizing a new process should be built. The decision on the new smelter will probably be made by mid-1974. ***Alumina Refinery:*** The West Australian State Government introduced legislation to modify the existing agreement for the planned $426 million Alwest alumina refinery. The new agreement provides for re-siting the refinery closer to the bauxite deposits, and the construction of a rail line as well as harbor development and improvements. After the agreement is passed by the State Parliament (probably in September or October) the West Australian Government will allow Alwest Pty Ltd., and Dampier Mining Co. Ltd., (a subsidiary of Broken Hill Proprietary Ltd.) to assign sizable interests in the rights and obligations of the agreement to the Reynolds Metal Co. Reynolds will assume responsibility (West Australian Government approval forthcoming) for the construction and operation of the refinery.

MEXICO—A tourist center project called "Centro Turistico JATAY," is planned at Kilometer 75 on the toll road between Tijuana and Ensenada. Approximately 1.2 billion pesos will be invested in the project. Construction is scheduled to begin within three or four months and completion is expected in about eight years. The project consists of hotels, apartments, bungalows and recreational facilities for golfing, sailing and horseback riding. Ing. Sergio Amaya Brondo, Regional Director, Desarrollos Urbanos de Baja California, S.A. will be in charge of construction as well as purchasing. At present he may be reached at Parral 347, Fraccionamiento Chapultepec, Tijuana, B.C., (903-386-3524).

TUNISIA—The Government of Tunisia has under consideration a feasibility study for the construction of a new international airport to replace Tunis/Carthage. Construction would begin in the early 1980s. It is estimated that the present airport will be saturated by 1980, handling five million passengers annually. Four airports will be renovated and modernized but local contractors will be used. Contact: Habib El Amri, President Directeur General, Office des Ports Aeriens de Tunisie, Tunis.

BOLIVIA — Rolando Prada, General Manager of Yacimientos Petroliferos Fiscales Bolivianos (YPFB), P.O. Box 401, La Paz (state petroleum corporation), has stated that a **natural gas pipeline** with a potential to carry from 250 to 300 million cubic feet per day will be built soon between the cities of Santa Cruz, Bolivia and Corumba, Brazil. From the above pipeline, a branch line will be built to Mutun. Carlos Miranda, Director of the Direccion General de Petroleos, Ministry of Energy and Hydrocarbons, says the cost of building the Santa Cruz-Corumba pipeline would be close to $100 million. Miranda reportedly also stated that technical representatives of the national Brazilian Petroleum Co., PETROBRAS, its subsidiary, PETROQUISA, and delegates of the Brazilian Ministry of Industry and Commerce, will meet with Bolivian delegates from the Ministry of Energy and Hydro carbons and from YPFB to establish the characteristics of the natural gas pipeline and its destination. Bolivian Government policy concerning all future financing of Bolivian hydrocarbon industrial projects by Brazil and Argentina is to accept funds from these countries' private sectors, but no financing from government-to-government loans.

UNITED ARAB EMIRATES—A project list from Abu Dhabi's Development Budget for 1973, including both new work and the annual appropriation for projects in progress, as well as another listing which overlap to a substantial degree, but which together provide a more complete picture, are available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm. 1322, Washington, D.C. 20230. Also available is a list of points of contact within the Government of Abu Dhabi.

Trade Leads Now Mailed

The Commerce Department is now mailing trade leads for certain products directly to U.S. suppliers, as announced earlier this year. These leads are no longer publicized either in *Commerce Today* or in *Commerce Business Daily.*

Within seven days of overseas transmission, trade leads for products in the following industries are mailed to U.S. firms registered on the Commerce Department American International Traders Register (AITR):

- ► Electronic Data Processing Equipment
- ► Food Packaging and Processing Equipment
- ► Pumps, Valves and Compressors
- ► Airconditioning and Refrigeration Equipment
- ► Agricultural Machinery and Equipment
- ► Industrial and Scientific Instrumentation.

Another industry has now been added to this list:

- ► Micrographics.

To receive these direct mail trade leads, U.S. firms not already registered on the AITR should contact the nearest Commerce Department District Office (see list, inside back cover) for registration information.

India Firm Offers To Represent U.S. Electronics Producers

Eskay Enterprises, of Bangalore, is interested in representing U.S. firms in India for distribution of the following metallic, electrical and electronic products: non-ferrous metal powders; nonferrous industrial wire cloth; relays; transistors; lamps and lamp parts; electrical coils; capacitors; rectifiers; generators; electronic resistors.

The firm distributes fabricated metal products such as cans and tubes, slotted angles and other metal construction accessories, and water meters manufactured by Indian firms. Eskay does not represent any foreign company.

Interested U.S. firms should write: S. K. Murphy, partner, Eskay Enterprises, 120/7 Kalasipalayam New Extension, Near Bharat Talkies, Bangalore 2.

New Publications

OFFICE OF THE SECRETARY

NATIONAL BUSINESS COUNCIL FOR CONSUMER AFFAIRS

Safety in the marketplace—a program for the improvement of consumer product safety. 96pp. GPO Bookstores, $1.50; direct mail, $1.75. Contains analysis, conclusions and recommendations relating to manufacturers, retailers, voluntary standards organizations, product testing laboratories, and trade associations, as well as government and other organizations in a position to contribut to improved product safety.

Conference on refrigerated containers. 74pp. GPO Bookstores, 70¢; direct mail, 95¢. Proceedings of a conference on refrigerated containers for transporting perishable commodities in U.S. foreign trade.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF EAST-WEST TRADE

Export control regulations. 556pp. Annual subscription, including this publication and all supplementary Export Control Bulletins issued until the next edition of the Regulations, $35 ($8.75 more for foreign mailing). A compilation of official regulations and policies governing the export licensing of commodities and technical data. A special air mail service is available for *Export Control Bulletins* (domestic addresses only), at $10 in addition to the subscription price. All orders for this service should indicate that the remittance is for this purpose, and should specify S.O.D. No. C42.11:973.

BUREAU OF INTERNATIONAL COMMERCE

Export Market Digests

Biomedical Equipment

Venezuela (EMD 73-115). 8pp. 25¢.
Israel (EMD 73-116). 8pp. 25¢.
Netherlands (EMD 73-117). 8pp. 25¢.
Spain (EMD 73-118). 8pp. 25¢.
France (EMD 73-119). 8pp. 25¢.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF ECONOMIC ANALYSIS

Business conditions digest. Series ES1, No. 73-5. May 1973. Annual subscription, including supplements, $33 ($8.25 more for foreign mailing). Single copy $3.25. Brings together many of the economic time series found most useful by business analysis and forecasters.

Defense indicators. Series ES4, No. 73-5. Annual subscription $7.50 ($2 more for foreign mailing). Single copy 75¢. The purpose of this monthly report is to bring together the principal time series on defense activity which influence short-term changes in the national economy.

BUREAU OF THE CENSUS

Data access descriptions—subject reports from the 1970 Census of Population and Housing. (DAD No. 32). 18pp. Annual subscription $5.50 for 4 to 6 issues, along with 12 monthly issues of *Small-Area Data Notes.* Single copy price varies; this issue 50¢.

Construction and Housing

Housing starts: April 1973 (C20-73-4). 22pp. Annual subscription $4.50 ($1.25 more for foreign mailing). Single copy 45¢.

Housing completions: March 1973 (C22-73-3). 12pp. Annual subscription $1. Single copy 10¢.

Housing authorized by building permits and public contracts: March 1973 (C40-73-3). 58pp. Annual subscription $17.50 ($4.50 more for foreign mailing). Single copy (monthly) $1.25. Single copy (annual) $4.50.

1970 Census of Housing

Components of inventory change: New York standard metropolitan statistical area (HC(4)-11). 110pp. GPO Bookstores, $1; direct mail, $1.25.

Plumbing facilities by persons per room and by income in 1969 of families and primary individuals, for the United States: 1970 (HC(S1)-12). 12pp. At GPO Bookstores, 15¢; direct mail, 25¢.

Distribution and Services

Canned food—stocks, pack, shipments: April 1, 1973 (B1-73-3). 4pp. Annual subscription (five issues) $1. Single copy 25¢.

Estimated weekly sales of U.S. retail stores for weeks ending May 26 and June 2 (CB-73-139 and CB-73-144). 2pp. each. 15¢ each.

Foreign Trade

General imports—cotton manufactures: March 1973 (FT 130-73-3). 12pp. Annual subscription $1. Single copy 10¢.

Imports—commodity by country: February 1973 (FT 135-73-2). 198pp. Annual subscription $46 ($11.50 more for foreign mailing). Single copy $4.

Exports—commodity by country: February 1973 (FT 410-73-2). 408pp. Annual subscription $72.50 ($18.25 more for foreign mailing). Single copy $6.25.

Bunker fuels: February 1973 (FT 810-73-2). 2pp. Annual subscription $1. Single copy 10¢.

Export and import merchandise: March 1973 (FT 900-73-3). 6pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Highlights of exports and imports: March 1973 (FT 990-73-3). 122pp. Annual subscription $11 ($2.75 more for foreign mailing). Single copy $1.

Gold movements: April 1973 (FT 2402-73-4). 2pp. Annual subscription $1. Single copy 10¢.

Industry

Copper-base mill and foundry products: summary for 1972 (Series: BDCF-84(72)-5). 4pp. Annual subscription $1. Single copy 25¢.

Inorganic chemicals: summary for 1972 (Series: M28A (72)-13. 2pp. Annual subscription $1.50. Single copy 15¢.

Industrial gases: summary for 1972 (preliminary) (Series: M28C(72)-13). 2pp. Annual sub. $1.50. Single copy 15¢.

Tractors, except garden tractors: 1972 (Series: M35S(72)-13). 6pp. Annual subscription $1.50. Single copy 15¢.

Complete aircraft and aircraft engines: summary for 1972 (Series: M37G(72)-13). 6pp. Annual sub. (incl. MA37E and MA37D) $2.50. Single copy 15¢.

Sheets, pillowcases, and towels: 1972 (Series: MA-23X(72)-1). 4pp. 25¢.

Construction machinery: 1972 (Series: MA-35D(72)-1). 22pp. Annual subscription (incl. MQ-35D) $1. Single copy 25¢.

Population

1970 Census of Population

Characteristics of the Population

Minnesota. Vol. I, part 25. 1016pp.

New Hampshire. Vol. I, part 31. 574pp. $6.50.

Washington. Vol. I, part 49. 978pp. $8.75.

School enrollment (PC(2)-5A). 378pp. At GPO Bookstores, $3.50; by direct mail, $3.95.

Mobility for metropolitan areas (PC(2)-2C). 460pp. At GPO Bookstores, $4; by direct mail, $4.55.

Age at first marriage (PC(2)-4D). 308pp. At GPO Bookstores, $2.75; by direct mail $3.20.

Country of origin, mother tongue, and citizenship for the United States: 1970 (PC(S1)-35). 6pp. At GPO Bookstores, 20¢! by direct mail, 30¢.

Educational attainment by age, sex, and race for the United States: 1970 (PC(S1)-36). 12pp. At GPO Bookstores, 25¢; by direct mail, 35¢.

Transportation

1972 Census of Transportation

Truck Inventory and Use

Michigan (TC72-T23). 24pp. 35¢.
Missouri (TC72-T26). 24pp. 35¢.
Nevada (TC72-T29). 24pp. 35¢.
Oregon (TC72-T38). 24pp. 35¢.
South Dakota (TC72-T42). 24pp. 35¢.
Texas (TC72-T44). 24pp. 35¢.
Vermont (TC72-T46). 24pp. 35¢.

ECONOMIC DEVELOPMENT

1972 annual report of the Economic Development Administration. 84pp. At GPO Bookstores, 75¢; by direct mail, $1.

SCIENCE AND TECHNOLOGY

NATIONAL BUREAU OF STANDARDS

Hazard elimination procedures for leaded paints in housing (Tech. Note 77.). 100pp. At GPO Bookstores, $1; by direct mail, $1.25. A series of guidelines to assist municipal planners and other decision makers in implementing a hazard elimination program.

NATIONAL OCEANIC AND ATMOSPHERIC ADMIN.

National Marine Fisheries Service

Marine fisheries abstracts (formerly Commercial Fisheries Abstracts). Vol. 26, No. 5. May 1973. Annual subscription $6.50 ($1.75 additional for foreign mailing). Single copy 65¢. This publication contains summaries of selected articles from trade, engineering, and scientific journals dealing with the entire spectrum of the fishery industry.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

Management information (AD-758 900). Defense Documentation Center, Alexandria, Va. Paper, $6.75. 266pp. Bibliography (with abstracts) containing references on information processing, management control systems, management information systems, management engineering, and management planning. All reports listed are available from NTIS.

Task force for housing management—final report (PB-219 110). National Corp. for Housing Partnerships, Washington, D.C. Paper, 5.45. 125pp. Guidelines for a national housing management-training program to train personnel to manage the 4.5 million Federally-assisted dwelling units expected to be occupied by the end of the decade.

Manpower services in the workplace: an employer technical services program for a State employment service (PB-220-136). E. F. Shelley and Co., New York. Paper, $6.75. 288pp. Outlines a program through which a State employment service, using existing resources, can provide employers and workers with a broad range of technical services to improve productivity and work satisfaction.

The following reports containing proceedings of the Symposium on Energy, Resources, and the Environment, held at Kyoto, Japan, July 9-12, 1972, are available. Reports discuss world-wide issues and policy alternatives, with emphasis on Japan, the Pacific Basiin, and the United States:

Symposium on energy, resources and the environment, Vol. I: introductory and context sessions (PB-219 953). Mitre Corp., McLean, Va. Paper, $6.75. 280pp.

Same title, Vol II: panel sessions on energy and resource issues (PB-219 954). Paper, $12.50. 502pp.

Same title, Vol. III: panel sessions on environmental, economical, and institutional issues (PB-219 955). Paper, $10.60. 462pp.

Same title, Vol. IV: recapitulation of energy, resources, environmental, economic and institutional issues (PB-210 956). Paper, $6.75. 223pp.

Set—includes PB-219 953 through PB-219 956 (PB-219 952). Paper, $34. 1467pp.

Before and after benefit-cost analysis in urban transportation (PB-218 831). University of California, Los Angeles. 64pp. Paper, $4.50. Examines expected benefits and costs associated with various transportation projects, and compares them with actual results.

Measurement of Real Net Output and Real Capital and Labor Input by Industrial Sectors: Methodoloy and Procedures (AD-758 745). Faucett (Jack) Assoc., Chevy Chase, Md. 43pp. $3.75. Outlines the methodology and procedures to measure current and constant dollar net output by detailed industrial sectors from 1947 to present and develops procedures that could be employed to estimate the quantity inputs and prices of real capital and real labor services which are consistent with the measures of net output.

The Role of Desalting in Providing High Quality Water for Industrial Use (PB-218 465). SCS Engineers, Long Beach, Calif. 166pp. $6. Estimates the quality of demineralized water required for various purposes by the following categories — conventional fuel power plants; nuclear fuel power plants; industrial boilers; electronics; primary metals; chemical process, including synthetic fibers; motor vehicles; drugs; photographic supplies; and miscellaneous.

Improving Water Quality by Removal of Pesticide Pollutants with Aquatic Plants (PB-219 389). Virginia Polytechnic Inst. and State Univ., Blacksburg. 98pp. $4.85. Shows how algae and aquatic vascular plants contribute to the removal of pesticides from water and metabolize the chemicals to less active compounds in the environment.

Resource Recovery: Catalogue of Processes (PB-214 148). Midwest Research Inst., Kansas City. 155pp. $6. Gives basic data on 40 U.S. and Foreign processes designed to recover resources from mixed municipal solid wastes. Includes technical, economic, and general information for each process — energy recovery, materials recovery, pyrolysis, compost, and chemical.

Resource Recovery: The State of Technology (PB-214 149). Midwest Research Inst., Kansas City. 72pp. $2.95. Analyzes the technical and economic feasibility of selected systems for resource recovery from mixed municipal solid wastes.

An Analysis of the Regulatory Aspects of Natural Gas Supply (PB-219 667). Foster Assoc., Wash., D.C. 288pp. $6.75. Discusses the present regulation of supply and distribution of gas in the U.S. and identifies possible future changes in the regulation of gas.

Bikeway Planning Criteria and Guidelines (PB-214 631). UCLA. 215pp. $6.75. Covers bikeway design characteristics; capacity; volume criteria for separated bikeways; accident and safety considerations; alternatives for incorporating bikeways on existing streets; traffic intersections; bikeway lighting; community participation; mixed mode travel; parking; theft prevention; and techniques for assessing demand.

A Planning Model to Protect the Potential for Desalting in the United States (PB-213 883). Arthur D. Little, Inc., Cambridge, Mass. Microfiche only. (Paper copy available from Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock Number 2400-00762, $1.25). 143pp. Develops a computerized model that projects needs for desalting in 20 major hydrologic regions in the United States on the basis of a comparison of projected demand to available supply in 100 subregions.

The following reports concerning possible effects on industry, labor, and the economy of mass production of unconventional low-emissions automative propulsion systems to replace the internal combustion engine are available. Manufacturing costs, operating and ownership costs, consumer demand, inter-industry effects, employment, resource requirement,s and international trade implications are analyzed:

Economic impact of mass-production of alternative low-emissions automotive power systems — executive summary (PB-219 963). International Research and Technology Corp., Washington, D.C. Paper, $3.75. 35pp.

Same title—main report includes executive summary (PB-219 964). Paper, $6.75. 261pp.

Same title—appendices (PB-219 965). Paper, $6. 171pp.

Fluorides (PB-212 968). Committee on Biologic Effects of Atmospheric Pollutants, National Research Council, National Academy of Sciences, Washington. Microfiche only. (Paper copy available from National Academy of Sciences-PPO, 2101 Constitution Ave., N.W., Washington, D.C. 20418, $6.50. 308pp. Evaluates world literature on fluorides and distills the best scientific knowledge available on its biologic effects. Topics include environmental sources and forms of fluoride; its transfer in the environment and the physical, chemical, and biologic changes that occur; and its effects on vegetation, animals, and human health.

Supersonic Transjorts (AD-755 600). Defense Documentation Center, Alexandria, Va. 169pp. $6. Contains information on supersonic transports. Includes—general and comprehensive studies; program management and financial analysis; airport compatibility, ground operations, and air traffic control; sonic boom, aircraft and engine noise; aerodynamics; airframes; structural design and analysis; airframes: materials and coatings; systems: electron and electrical, hydraulic, environmental and safety, engine intake and exhaust, engine fuel, control and lubrication; and engines.

Before and After Benefit-Cost Analysis in Urban Transportation (PB-218 831). UCLA. 64pp. $4.50. Examines expected benefits and costs associated with particular transportation projects and compares them with actual results.

Studies of High Activity Density Area Circulation Systems, 1: Bibliography (PB-214 452). MIT. 55pp. Contains bibliographic data on central business district circulation between 1960 and 1969. Entries are broken down in the following catgories—general; bibliographic; design; land use, value, and traffic generation; open spaces, plazas, malls; pedestrian circulation; research methods, models and techniques; and transportation.

Development of Construction and Use Criteria for Sanitary Landfills (PB-218 672). Los Angeles Dept. of County Engineer, Calif. 511pp. $12.50. Concludes that movement of gas away from landfills can be minimized and that utlimate subsidence can be predicted. Established a leachate pollution index—a model ordinance for locating, constructing, and operating sanitary landfills—and makes some research suggestions.

☆ U.S. Government Printing Office: 1973—511-351/25

Commerce Department Directory

Commerce Building, 14th Street and Constitution Avenue, Washington, D.C., 20230

Phone (202) 783-9200

FREDERICK B. DENT, Secretary of Commerce

JOHN K. TABOR, Under Secretary of Commerce

SECRETARIAL OFFICERS

WILLIAM W. BLUNT, Acting Asst. Secretary for Economic Development (Economic Development Administration)

HENRY B. TURNER, Asst. Secretary for Administration

(VACANT) Asst. Secretary for Economic Affairs (Social and Economic Statistics Administration)

BETSY ANCKER-JOHNSON, Asst. Secretary for Science and Technology

ROBERT J. BLACKWELL, Asst. Secretary for Maritime Affairs (Maritime Administration)

C. LANGHORNE WASHBURN, Asst. Secretary for Tourism (United States Travel Service)

WILLIAM N. LETSON, General Counsel

TILTON H. DOBBIN, Asst. Secretary for Domestic and International Business

HEADS OF OPERATING UNITS

ROBERT M. WHITE, National Oceanic and Atmospheric Administration

ROBERT A. ANTHONY, Office of Foreign Direct Investments

ROBERT GOTTSCHALK, Patent Office

RICHARD W. ROBERTS, National Bureau of Standards

VINCENT P. BARABBA, Acting, Bureau of the Census

MARINUS van GESSEL, Bureau of International Commerce

GARY M. COOK, Acting, Bureau of Competitive Assessment and Business Policy

GEORGE JASZI, Bureau of Economic Analysis

JOHN M. RICHARDSON, Acting, Office of Telecommunications

WILLIAM T. KNOX, National Technical Information Service

ALEX M. ARMENDARIS, Office of Minority Business Enterprise

EDWARD D. FAILOR, Social and Economics Statistics Administration

SETH BODNER, Bureau of Resources and Trade Assistance

OMBUDSMAN FOR BUSINESS
Thomas E. Drumm, Jr.

STEVEN LAZARUS, Bureau of East-West Trade

DISTRICT OFFICES

ALBUQUERQUE, N.M., 87101, Room 316, U.S. Courthouse (505) 843-2386.

ANCHORAGE, 99501, 632 West Sixth Ave., Hill Bldg., Suite 412 (907) 272-6531.

ATLANTA, 30309, Suite 523, 1401 Peachtree St., NE. (404) 526-6000.

BALTIMORE, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. (205) 325-3327.

BOSTON, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

BUFFALO, N.Y., 14202, Room 910, Federal Bldg., 111 W. Huron St. (716) 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. (803) 577-4171.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181.

CHEYENNE, WYO., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2220.

CHICAGO, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

CINCINNATI, 45202, 8028 Federal Office Bldg., 550 Main St. (513) 684-2944.

CLEVELAND, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

DALLAS, 75202, Room 3E7, 1100 Commerce St. (214) 749-3287.

DENVER, 80202, Room 161, New Custom House, 19th and Stout Sts. (303) 837-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

DETROIT, 48226, 445 Federal Bldg. (313) 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

HONOLULU, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

HOUSTON, 77002, 201 Fannin, 1017 Federal Office Bldg. (713) 226-4231.

JACKSONVILLE, 32207, Suite 129, 4080 Woodcock Drive. (904) 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. (816) 374-3141.

LOS ANGELES, 90024, 11201 Federal Bldg., 11000 Wilshire Blvd. (213) 824-7591.

MEMPHIS, 38103, 710 First American Bank Bldg., 147 Jefferson Ave. (901) 534-3214.

MIAMI, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

MILWAUKEE, 53203, Straus Bldg., 238 W. Wisconsin Ave. (414) 224-3473.

MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

NEW ORLEANS, 70130, 909 Federal Office Bldg., S., 610 South St. (504) 527-6546.

NEW YORK, 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

NEWARK, N.J., 07102, 24 Commerce St. (201) 645-6214.

PHILADELPHIA, 19107, Jefferson Bldg., 1015 Chestnut St. (215) 597-2850.

PHOENIX, ARIZ., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

PITTSBURGH, 15222, 431 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

PORTLAND, ORE., 97205, 921 S.W. Washington St., Suite 501, Pittock Block. (503) 221-3001.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

RICHMOND, VA., 23240, 8010 Federal Bldg., 400 N. 8th St. (703) 782-2246.

ST. LOUIS, 63103, 2511 Federal Bldg., 1520 Market St. (314) 622-4243.

SALT LAKE CITY, 84111, 1201 Federal Bldg., 125 S. State St. (801) 524-5116.

SAN FRANCISCO, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. (415) 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

SAVANNAH, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321.

SEATTLE, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

U.S.MAIL

How to make it big in exporting without an export department

Export Management Companies can do your exporting for you. And a new U.S. Commerce Department booklet can tell you all about them. About how they operate as a company's entire export department. About how they take the goods from your plant, deliver them overseas—and in the process, handle every single detail. About how they make exporting as easy as selling next door by evaluating overseas markets, developing sales, arranging financing and insurance, handling shipping and documentations. Send now for "The EMC" by writing Mr. Marinus van Gessel, Director, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Department of Commerce